

20 Years of Service

October marks my 20th year as an Investment Advisor in the financial service industry. It's a mark that I am proud of achieving. As a child, I never planned to be an Investment Advisor. When I was very young I would walk into my small-town bank and make a deposit into my savings account with my paper route money. I always wanted to be a banker, but realized early in my career that being an Investment Advisor was even better.

As an economics student at the University of Minnesota I answered an ad on the school job board for a Financial Planner with IDS Financial Services. I was offered the job which gave me the opportunity to get started in this business. I worked for over 3 years for IDS Financial Services, which was a great training ground for many advisors. I learned how to prepare comprehensive financial plans, and the basics about mutual funds, annuities, insurance and many other products. I was on my own after one year of intense training. I was self-employed and working on commission only.



Michael Bischoff
CFP®

I needed to expand my knowledge of the financial services industry so I started working for Charles Schwab & Co. I worked downtown Minneapolis for two years and later opened the Edina branch on France Avenue. For five years I worked with thousands of different investors, learning about all areas of investing. It was a great experience, but I felt something was missing. People would call or come into the office looking for advice and a long-term relationship. At that time, Schwab was a high-volume discount broker that wouldn't give advice. I gave clients a company-approved list of preferred investments and a 1-800 number to call. During my last year with Schwab, I volunteered to roll out the Charles Schwab Advisor Source Program. This program matched clients with local investment advisors. This gave me the opportunity to meet many of the top advisors in the area. It didn't take me long to discover that working as an advisor was exactly what I wanted to do. This is where I was first introduced to Jerry Webb and Webb Financial Group.

In May of 1996, I took a job at Webb Financial Group and started working with many of the clients I still service today. It has been over 13 years and it's been a great pleasure developing long-term relationships with so many loyal clients. I enjoy working with clients of all ages and situations. It gives me the greatest personal satisfaction knowing I've helped people accomplish their retirement goals. Since joining Webb, I completed my Certified Financial Planner designation in 2004 and became a partner with the firm in 2005.

Friends and clients have asked me numerous times this past year about how I and the company are coping during these challenging times. I appreciate all the concerns and goodwill. This past year has affected everyone in some way. We have had to cut back expenses like most companies have. We truly believe that the worst is behind us and the next cycle is just beginning. Recovery never happens as quickly as people would like. I read an article a few months ago that listed Investment Advisors in the top 10 recession-proof careers. I have personally found this to be true this past year. During tough times people need more help, reassurance and advice. We're very fortunate to have so many loyal long-term clients. This past year has been my busiest year ever with starting new client relationships, meetings and calls; however we are always looking for new clients. If you know of anyone looking for sound financial advice, please send them our way. Referrals are the foundation and heart of our business.

On a personal level, I have been very fortunate. I have been married for 13 years to Nancee who works as a nurse manager for a home infusion company. We have two healthy children, Danielle age 12 and Brandon age 9. We live in Eagan in a beautiful neighborhood and have many great friends in the community. Our kids keep us very busy after work with basketball, baseball, softball and other school activities. The meter is always running with the Bischoff taxi service.

In closing I would like to thank everyone who has been a part of my life these past 20 years and look forward to another 20 years of continued success. After the next 20, I'll plan to cut back to part-time and work on my golf game. It needs it!

Sincerely,

A handwritten signature in black ink that reads "Michael Bischoff". The signature is written in a cursive, slightly slanted style.

Michael Bischoff

ANNOUNCEMENT



Our congratulations goes out to our administrative assistant Amanda Hayford and her husband Joe on their new arrival

Jackson Joseph Hayford



*a healthy and beautiful baby boy
Born 08/20/09 at 7:22 a.m.
6lbs, 7.4 ounces, 19.5 inches long*



Attention Snowbirds:

Be sure to call us with your winter address so you are able to receive your mail during the winter months.

Webb Financial Group provides comprehensive wealth management solutions to individuals and businesses. For over twenty-five years, we have helped our clients achieve financial security.

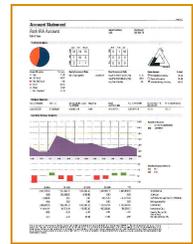
Jerry Webb, CFP® & Chairman
Michael Bischoff, CFP® & COO
Gary Webb, RFC® & CEO
Ryan Shannon, CFP®
Crystal Holmen, Insurance Consultant
Michelle Ganske, RPSM
Amanda Hayford, Administrative Assistant

New Statements and Client Portal Coming in 2010

We will be rolling out new client account statements in January, 2010.

These new easy to read statements will include the following new features:

- Consolidated Asset Allocation Chart
- Consolidated Quarterly Balance Summary
- Account Summary
- Account Details



Our goal is to keep our statements basic, simple and user-friendly. Please talk to one of our advisors for statement details or questions.

Client Portal

If you would like to go paperless, please try out our new Client Portal. Go to our web site www.webbfinancial.com. Under account access, click on Client Portal. That will take you to your personal portal maintained by Morningstar. There is no charge for this new system and Webb Financial Group will post information, statements and documents on this secure portal.

We are moving in this direction because of numerous requests and the benefits that electronic statements include:

Timeliness and Efficiency: Statements will be made available electronically within a few days after quarter-end rather than waiting up to two weeks for the paper version.

Security and Storage: Online statements are accessed via a secure environment that requires a login ID and password. Eliminating paper statements aids in securing sensitive information.

Environmental Influence: We are joining many of our "green" counterparts in the industry by helping to save our natural resources as well as reduce energy consumption incurred during the paper manufacturing and printing process.

Frequently Asked Questions

What happens if I lose my password?

When entering the Client Portal, click "forgot my password". A new password will be emailed to you.

What happens if I need a copy of a statement?

You can always contact Webb Financial Group directly for any historical documents.

Is there a cost to you to set-up or maintain the system?

This is a complimentary service.

We will be sending out an email invitation in the 4th quarter. Once you are signed up in the new paperless system, we will post your quarterly statements to the portal and then discontinue mailing hard copies.

IRS Distribution Changes

There have been many IRS changes recently that affect the brokerage firms we work with, Charles Schwab and Fidelity, regarding check requests and distributions from retirement accounts. These changes are intended to help keep your money and personal information protected. One of the changes is that a new IRA distribution form may need to be completed if you have not taken an IRA distribution in 2009, or if Federal tax withholding amounts change from your previous distribution. In order to continue to get your IRA distributions to you as quickly as possible, please allow additional processing time. Five business days is usually adequate lead-time for distributions. Our goal is to continue to provide high-quality service, which includes making sure your money and information is kept safe.