

## Coronaworld—The New Reality

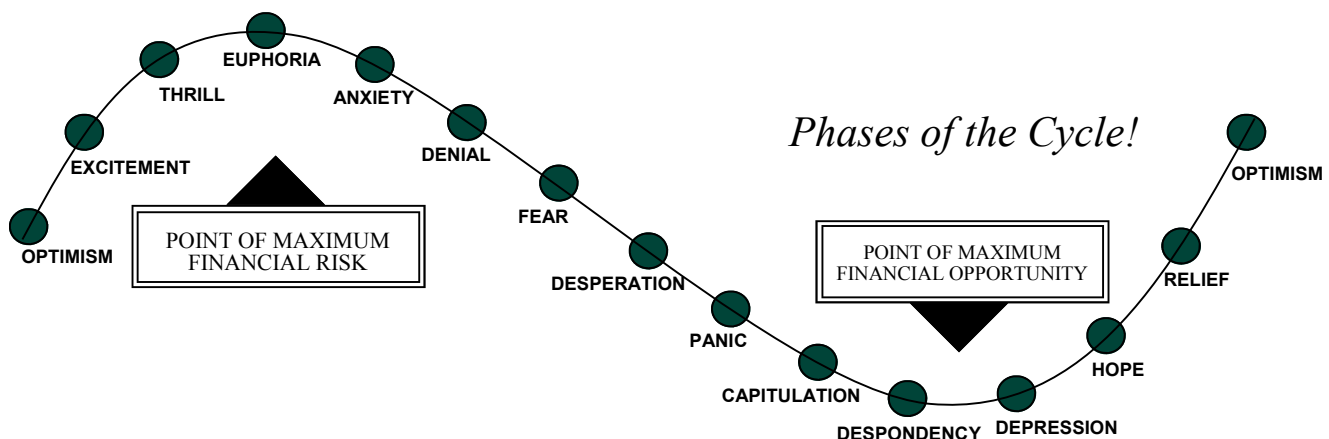
Fear, panic, uncertainty, social distancing, shelter in place and flattening the curve are all words that are part of our lives right now. The stock market took a serious downturn mid-March as a result of COVID-19 epidemic. While it has recovered some of its losses, it could take some time for prices to come back to the level we saw before the crisis. Though there have been some minor corrections over the last 10 years of this bull market, this one is significant and will likely stretch into 2021. As we saw after the decline in 2008, markets do rebound and they can come back strong. While it is very unsettling because most of what is going on is out of our control, there are some things you can do to weather this storm.

**Tune out the noise**—There is no doubt that the virus is extremely dangerous and serious. Our instant news cycle amplifies every statistic and challenge facing us. It can be bad for our physical and mental health to spend too much time worrying about things that are out of our control. Take the steps that have been discussed by our leaders and do what you can to protect you and your family.

**Revisit your asset allocation**—The market tends to overreact, which we saw mid-March. The initial loss in the market reflected a price/earnings multiple that was worse than during the Great Depression but clearly we are not in that type of environment. If the decline was more than you're comfortable with or jeopardizes your long term goals, you should meet with your advisor and make sure that your portfolio allocation meets your risk tolerance. We have a new program, Riskalyze, which helps you understand the risk/reward trade off and allows us to build a portfolio that meets your expectations.

**Stay diversified**—As we've seen with this market decline, it's impossible to successfully time the market. Our portfolios are built with allocations to all parts of the overall market to give you the best possible outcome. The worst time to make a big change is after a large market swing. You will see us rebalance your accounts to reflect our most recent portfolio changes and to get your account back on track with our current recommendations. Staying invested in line with your long term goals gives you the best opportunity to regain your losses and rebuild your account.

The longer the shutdown takes, the longer it will take for the market to regain its losses and get back into positive territory. The economy before this crisis was fundamentally strong. It will return there once we get a handle on the virus and we can safely get back to work. We appreciate your business and are here to serve you. Stay safe and healthy and we look for better times later this year.



## 2020 JDRF One Walk

Another successful JDRF One Walk in the books at Mall of America. More than \$1 million dollars raised so far. More than 20,000 people packed the rotunda at MOA



Gary's team at Webb Financial and family team raised \$14,561 to **Turn Type1 into Type None**



**JDRF ONE WALK**  
FOR A WORLD WITHOUT TYPE 1 DIABETES T1D



### Attention Snowbirds:

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

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

Michael Bischoff, CFP® & COO  
Gary Webb, RFC®, CKA® & CEO  
Dave Verbeke, Financial Advisor  
Tim Greife, Financial Advisor  
Leslie Webb, Investment Advisor  
Michelle Brennan, FPQP™  
Kristi Mattiuz, Controller

## Expressions of Gratitude

*It's easy to dwell on the problems of today and the events that occurred over the past few months, including the turbulent financial markets, COVID-19, canceled events, social distancing, and fear of the unknown. The list goes on and on, but we do know that this is a temporary setback. So instead of dwelling on all the problems confronting us today, we'd like to focus on what we are thankful for.*

**Gary Webb:** I am thankful for the way God has wired me to serve others, using the various tools and gifts he has given me. I am grateful for a large, loving family. What a gift. I can't thank my dad enough for asking me to come work at WFG back in the 90's. I am grateful for this difficult market situation we're in. Sound crazy? Well, it allowed me to show my clients we are in this with them and that we care. I have had the opportunity to encourage many of you over these last 5 weeks. I am grateful for all of it. It will get better! I am appreciative for all the clients I have the opportunity to work with over these many years. You have all placed your trust in us and I can't tell you how rewarding that makes me feel every day, so thank you!

**Tim Greife:** As life once again has proven its ability to throw wicked curveballs, I am grateful for all of the good hearted people in my life and in many others. The kindness and generosity I have seen over the last 2 weeks is very uplifting. Equally encouraging is the creativity and ingenuity I have been seeing. As systems become stressed and we are forced to change parts of our lives, our ability to deal with adversity shows that there is a path forward. Challenge creates opportunity, it's what we do with it that makes a difference.

**Dave Verbeke:** I am thankful that my family member, who was treated for cancer last year, has recovered and is in good health, my college student is back home, and everyone is safe and healthy. With the help of the internet, we can all work from home and stay on track serving clients, taking classes, and any business needs that come up at this time.

**Mike Bischoff:** I am very thankful for my parents (Happy 80<sup>th</sup> Birthday Mother!) and my up-bringing, as well those I've met through the years who helped shape the person I am today. When I was young, I was taught the value of saving and working hard whether it was delivering newspapers, working at my father's small family business, as a janitor at church, or at the Green Giant canning factory. Because of these experiences, I learned the importance of always performing my best and caring about the people I worked with. I'm thankful now to instill these values in my children and to use this knowledge while working with the clients of Webb Financial Group.

**Kristi Mattiuz:** I am thankful that staying home and not being pulled in so many different directions reminds me to focus on what is important. I am grateful for many things including family, friends, and the opportunity to slow down and enjoy the little things that sometimes get overlooked due to today's busy lifestyles.

**Michelle Brennan:** I am thankful for working for a company that is equipped for the unexpected. With the technology we have in place it was a smooth transition to work from home. I am grateful for Zoom, my phone & mouse :) I am blessed to have healthy parents, four inspiring, successful kids and amazing friends. I feel very fortunate to have great coworkers and wonderful clients that I enjoy helping and servicing.

*"Gratitude turns what we have into enough." – Anonymous.*