

## SAVE the DATES

Thursday—6:00pm–7:00pm

March 7th, 2019

### Cyber Security Workshop

*Prevent Identity Theft*

- Phishing
- Malware
- Email takeover



Saturday—9:00am–12:00pm

May 4th, 2019

### Shredding Event



Southtown Office Park  
8120 Penn Avenue South  
Bloomington, MN  
(location for both events)

*Please invite guests to attend the events!*



*More details to follow*

Jerry Webb, the founder of Webb Financial Group (WFG), started in the investment business back in the mid-1960s. We are proud to say we still work with many of the original families that started with Jerry, whom we like to call our “50 year clients”. That’s an enormous amount of loyalty and longevity that is unheard of in this industry. In 2005, Jerry transitioned WFG to the current ownership of his son, Gary Webb, and Michael Bischoff. Since then, we’ve grown and more than doubled the size of our business and client base despite the Great Recession of 2008. This has taken the effort of our entire team and we are very grateful to have fantastic and dedicated employees at WFG.

We realize that loyalty and longevity are very important for any business and their clients. As Financial Planners, we constantly recommend preparing for the future and having a solid long-term plan. With this in mind, it is with great pleasure that we are announcing that financial advisor, Tim Greife, has been accepted as a partner and will be an important part of WFG’s long-term plan.

Many of you have either talked with Tim on the phone, met him at the office or at one of our events. Tim was born in Eau Claire, WI and grew up in Rosemount, MN where he graduated from high school. He attended college at the University of Wisconsin in Eau Claire obtaining a Bachelor of Science degree in Business Management. Before joining WFG in 2014, he spent time with Northwestern Mutual, managed restaurants and worked in the automotive industry. While Tim is striving to become a CERTIFICATED FINANCIAL PLANNER™, his passion for helping people and drive for success make him a deserving partner. Tim is making a lifetime commitment to WFG so please join us in congratulating him on this accomplishment.



Tim Greife  
Financial Advisor

Mike and Gary will remain as the majority owners of WFG and plan to continue servicing clients’ needs for many more years to come. The great thing about this industry is that it is common for experienced advisors to continue working with clients well into their own retirement years. However, we realize that Gary and Mike are both in their 50s, not in their 30s like Tim. In planning for the future of our firm, we’re going to continue to develop staff of all ages and expertise levels and potentially add more partners. We really appreciate your business, and look forward to the next 50 years of WFG.

Michael Bischoff

Gary Webb

*On a side note:* People often ask us how Jerry is doing. We’re happy to report that he is very healthy and active. Jerry and his wife Doris enjoy spending the winter months in sunny Florida. Jerry will be celebrating a milestone birthday in May when he will turn 90.

## 2018 CHARITY GIVING

- Juvenile Diabetes Research Found.
- Zuhrah Shrine Circus
- Kids-n-Kinshp
- American Heart Association
- ALS
- Campus Outreach
- Eagan Rotary Foundation
- Village Schools Foundation
- Kingdom Advisors
- Animal Humane Society
- Alzheimer's Association
- Senior Community Services
- American Cancer Society
- Special Olympics
- American Heart Association
- Caring Bridge
- Children's Foundation
- Doctors without Borders
- University of Minnesota

*Every year we donate to many great charities, foundations and causes.*

All of us at  
Webb Financial Group  
wish you a healthy and  
prosperous New Year!

**HAPPY★NEW★YEAR**

In compliance with the SEC rules and regulations, we would like to offer you the most recent copy of our ADV II brochure. Please call if you would like a copy.

**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, Contoller  
Kierstin Fure, Client Service Associate

## Addressing Market Volatility What is Behind the Ups and Mostly Downs

We've had a crazy 2018, no doubt. We went from high single digit returns in late September to a down market. We have been treated to an extended period of strong market appreciation, coupled with a nearly unprecedented volatility.



Gary Webb, RFC®

What happened in 2018? The yield on the 10-year U.S. Treasury has been reacting to strong economic growth, an upward creep in market-based measures of inflation expectations, several Federal interest rate hikes, and the possibility of at least one or two more this year. In addition, the trade negotiations with China is another major reason.

What's behind the volatility? The fundamentals have been excellent—global economic growth, very low unemployment rate, earnings growth, low inflation, and still historically low interest rates. It's a perfect confluence of events that has been priced into the market.

As Josh Brown, author of *The Reformed Broker*, so aptly sums it up, "Some people are selling because they aren't people at all, but software programs or computers that have been programmed to sell when others are selling," i.e., algorithmic program trading.

I would be more concerned if the recent sell-off was tied to a sharp slowdown in economic growth, much weaker profit guidance, or a systemic event in global markets. Instead, it feels like the news media is creating fear, which creates selling, which creates more selling. This eventually leads to a fear-based pullback that sometimes ends up leading to buying at lower prices. Volatility may be hard to deal with, but ultimately it is volatility that creates opportunity and historically has been supportive of the market.



We're now in the midst of a long overdue correction which has led to the beginning of a bear market. Corrections are a normal, and believe it or not, a desirable part of a healthy market. I want to remind you that markets go up and market go down but the long-term trajectory of the markets is still up.

I think there is anxiety about potentially slowing economic growth. Clearly, it's a time of uncertainly both here and abroad, but given the strength of our economy, I believe it's going to take more time until the economic backdrop supports a deeper bear market.

Lastly, I want to thank you personally from the bottom of my heart for your continued support of Webb Financial Group. Our firm continues to grow through your generous referrals of friends, family, and business associates. I see this as an acknowledgement of our relationship with you and the service we provide. It is our great privilege to serve you. We look forward to another great year of working together in 2019.

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