

MARK C. PETERS, CPA  
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 SCOTT L. BALDWIN  
 DONNA DODGE  
 MATTHEW G. HILL, MBA  
 TRACY L. GOSSIAUX, CPA  
 NANCY A. ANELLI



**PETERS & ASSOCIATES**  
*Certified Public Accountants, P.C.*

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November 20, 2019

**FINANCIAL PLANNING SERVICE**

Dear Client:

Due to increased client interest in financial planning, I continue to provide quarterly updates on the investments I recommend. Clients that actively use our services are aware that:

- 1) A large percentage of the investments I recommend are in the S & P 500.
- 2) I only recommend investments that I actually own and that I follow daily.
- 3) I am paid only on a fee basis for the time spent reviewing your portfolio and making recommendations.
- 4) I am not a registered investment advisor. Due to the fact that I only provide investment advice as an incidental part of other services, I am able to qualify for the accountant's exemption from registration.
- 5) I chart recommended investments on a spreadsheet in order to review them and to update clients on the results.
- 6) Finally, I am not a market timer. The strategy followed is buy and hold. This strategy reduces trading costs, taxes, and planner fees.

Currently, I recommend eight mutual funds. I also have a self-directed individual stock portfolio that attempts to outperform the S & P 500 due to lower costs and superior stock selection. I consider myself a value investor that likes reasonably priced technology stocks. The actual results are as follows:

	2013 (12 mos.)	2014 (12 mos.)	2015 (12 mos.)	2016 (12 mos.)	2017 (12 mos.)	2018 (12 mos.)	2019 (9 mos.)
<b>Mutual Funds</b>							
#1 VTSM	33.3 %	12.4 %	0.4 %	12.5 %	21.2 %	(5.2%)	20.0
#2 INVESCO DD	29.0 %	11.9 %	1.8 %	14.3 %	8.2 %	(7.8%)	18.9
#3 VW	36.1 %	11.7 %	(3.1 %)	12.6 %	18.2 %	(12.1%)	17.9
#4 VS	17.8 %	7.4 %	(0.2 %)	6.6 %	18.3 %	(5.3%)	14.5
#5 INVESCO GCE	22.3 %	0.3 %	(2.2 %)	6.7 %	22.8 %	(14.9%)	13.4
#6 VIG	23.0 %	(5.5 %)	(0.6 %)	1.8 %	43.2 %	(12.6%)	15.0
#7 VWII	30.8 %	11.3 %	(3.1 %)	13.5 %	16.9 %	(8.5%)	18.1
#8 V500	32.3 %	13.5 %	1.4 %	11.9 %	21.8 %	(4.4%)	20.5
<b>Individual Stock Fund</b>							
MCP(100)	35.2 %	13.5 %	3.1 %	11.0 %	20.2 %	(8.9%)	22.2

Please call if you have any questions regarding my investment planning services. These services are offered to our clients strictly as an extra benefit. It is a pleasure to have you as a client.

Sincerely,  
 Mark C. Peters, CPA  
 President

Peters & Associates, CPAs, P.C.

731 JAMES STREET • SUITE 400  
 SYRACUSE, NEW YORK 13203-2003  
 TEL (315) 476-1616  
 FAX (315) 476-0417

125 BUSINESS PK DR • SUITE 210  
 UTICA, NEW YORK 13502  
 TEL (315) 797-0560  
 FAX (315) 797-5633

61 WEST 62ND STREET • APT. 205  
 NEW YORK, NEW YORK 10023  
 TEL (315) 882-8187  
 FAX (315) 476-0417

10 FALLOUT STREET  
 SENECA FALLS, NY 13148  
 TEL (315) 651-5239  
 FAX (315) 476-0417

WEBB BUILDING • MAIN STREET  
 OLD FORGE, NEW YORK 13420  
 TEL (315) 369-6323  
 FAX (315) 369-2509

P. O. BOX 75  
 PULASKI, NY 13114  
 TEL (315) 476-1616  
 FAX (315) 476-0417