SLATE

WEALTH MANAGEMENT

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Mid-Year 2023

It's hot outside! We have had the season of hot summer days with cool "feels like fall" days sprinkled in the mix. I'm not sure we can say we really had our traditional spring weather, but I am hopeful for a longer fall season to cheer on our favorite football, volleyball, and soccer teams, wearing our favorite sweatshirts, enjoying the changing colors, and anticipating the yield of this season's harvest. One of my favorite things to do in the fall is play golf, admire the scenery, and enjoy the cool brisk air, but I must be honest, I haven't made it a priority in the past few years but hoping to change that. This year has taught me to slow down, not hurry, stop, listen, and feel the joys and colors of life and seek a healthy balance between taking care of myself and being more present for my family, while continuing to serve my clients. At the end of the day, I am seeking a better balance between work and family.

The word "tolerating" seems to be resonating with me this year. I have been evaluating things in my personal and professional life we have been tolerating and not acting on. For instance, clutter, I hate clutter but the thought of taking time to sort through it and figure out what to let go of is daunting for me. I'm sure some of you may relate. This spring we painted the interior of our house and boy did that force me to touch every item we own and make some quick decisions. I made a lot of progress decluttering most of the house with the help of my husband and children. Letting go of things is difficult. Teaching the kids how to let go is a good life lesson. Of course, many of the clothing items and toys from the kids were passed on to good homes. It is easier to let go of items when you know they are going to a good home.

Speaking of kids and life lessons, this winter our family grew stronger and more resilient when I was diagnosed with triple negative invasive ductal carcinoma breast cancer. Yep, that's a mouthful! November 21, 2022, was a very difficult day. It's the day I personally was diagnosed with my third type of cancer.

My husband David and I celebrated my birthday in Des Moines with a delicious lunch at one of our favorite restaurants. I started my treatment journey the next day, December 8th. I followed the standard protocol for my type of breast cancer, which is a 5-month schedule of chemo every other week for the first two months, then weekly chemo treatments for 3 months. On Thursday, April 27th, I completed my last treatment and rang the bell with my three kids! I was victorious!! The journey went smooth with a couple of treatments skipped due to low white blood count. We are thankful I was able to work full time, coach, be an active and engaged mom and wife. Some days were more challenging than others.

Ringing the bell at the St. Anthony Cancer Clinic, Carroll, Iowa.

On May 25th, I had a double mastectomy as the first stage of my breast reconstruction surgery with stage 2 happening this January. I am so thankful my body responded to the chemotherapy and immunotherapy, and I can say I am in remission!! I honestly had the best outcome, as my doctor puts it. Every three weeks I visit our local infusion center and receive a dose of Keytruda, a popular immunotherapy used for many different types of cancer. I will receive this through January 2024.

A few things I did to get through the difficult 5 months was first, pray. I prayed a lot, journaled, and built a small community group on Facebook called "Ann's Amazing Tribe" which includes some of my closest family members and friends. One of my friends created a Meal Train so friends could volunteer to prepare a meal for our family twice a week. My husband and kids were so thankful!! As they say, "No one fights alone," and boy did I feel the love and support.

If you, a family member, or friend is diagnosed with a similar illness, I am happy to be a resource in any way I can.

To make life even more interesting, Paul DeShaw and Dennis Janning reached out to me this past February and asked if I would take on their clients as they were exiting the investment industry. (They remain focused on servicing their commodities business.) I am thankful Paul believed in me and my team. We had a smooth transition. I am thankful for how well it went in meeting and onboarding our new clients. We have really enjoyed the new relationships we have established.

WHAT IS NEW?

You may have noticed, if you had stopped this summer, that our front desk is empty. We had the pleasure of working with Melissa Vanderheiden for a year and a half. In May, she resigned to pursue a position closer to home in Lake City. We miss her and her contributions to Slate Wealth Management and wish her the best. We are considering our next steps in our service model. In the meantime, we have recruited my daughter Rylee to assist with some behind-the-scenes marketing projects and researching some stocks. We hope to plant the seed in her or the twins to join the family business. Time will tell!

We finally updated the door with our hours of operation. We are open 8:00 AM – 4:00 PM Monday through Thursday, closed during lunch hour and available by appointment only on Fridays. We are firm in recommending appointments to visit with us to save you time and allow us to deliver the most value with our advice. Kerri and I have worked hard to develop a model week we follow to ensure the most productive and efficient work schedule to deliver massive value to you, our client. To put our best foot forward in offering you advice and service, we prefer to have two weeks' notice before our meeting to gather the data and prepare our material for your review or financial plan update.

What are we preparing? We are reviewing your beneficiary information, money requests, titling of your accounts, goals, and action steps we have identified in previous meetings. We evaluate portfolio allocations and research options to be sure your investments align with your risk tolerance and personal financial scenario. We are also looking at whether you should do a Roth conversion, contribute to your Roth or Traditional IRA, or maximize your education funding. We take a holistic approach to organizing your goals and priorities.

We are more than an investment firm. We are a woman owned financial planning firm. We assist our clients with retirement, investment, education, estate, business, and tax planning. We assist with overall personal wealth management that considers all these topics. We personalize the experience by building a trusted partnership with you, our client. We wouldn't be here without you trusting in us to give you the best advice.

THE FIDUCIARY STANDARD -

Our ideal client is the busy professional, business owner or soon to be retired individual who comes to us and says, Ann, I trust you and want you to tell me what I should be doing or not doing and keep me accountable in pursuing my financial goals. They rely on us to put them in the investment strategies that make sense for them personally. Why am I sharing this? I am often asked if I am a fiduciary and the answer is yes, a big YES! We may not advertise it well or talk about it as much as we should, but yes, we take great care in putting our client's interest ahead of our own.

The term "fiduciary" comes from the Latin word for trust. A person bound by fiduciary duty has an obligation to maintain their beneficiary's trust and act in their best interest. Fiduciaries follow a code of conduct which may include following a duty of loyalty, care, good faith, confidentiality, prudence, and disclosure of any potential conflicts of interest. Our recommendations must consider your overall financial situation, offer the most economical solutions with the best performance.

The greatest complement we can receive is an introduction to your family and friends who are seeking honest, straightforward advice to help them get organized financially. You don't have to know the specifics of their situation, just pass our name on to them or have us reach out to them. It's that simple!

WRAP UP -

Simplifying life, taking stock on my personal obligations, staying close to home and available to my kids and their activities is a high priority for me. We have made a difficult decision to put my dad's office in Cherokee up for sale. I have wonderful memories of this office. This past year, I have found more clients traveling to Carroll to visit with me or us scheduling meetings with clients at their business or home, a coffee shop or over lunch. Allowing this office to sit empty this past year doesn't serve the Cherokee community well. Our priority is to meet clients in the Carroll office, via Zoom or telephone, or heading on the road to meet our clients in their respective locations.

MARKET UPDATE –

Markets continue to be volatile. I am still a firm believer in being invested and staying the course. Missing one of the top days in the market can dramatically change your outcome. If you need the funds in the next two years, then thankfully we have money market funds and certificate of deposits to consider. Our biggest goal is to work to align your expenditures with your portfolio. Like life, we must find a balance in what we can take on in risk, how much we can spend and what we need for the future. We welcome an opportunity to provide you with a 2nd opinion on investments you may have outside of Slate Wealth Management.

PERSONALLY –

Kerri Trecker, our Director of Operations, welcomed her 2nd grandchild Collins Renee in June.

We have had a fun year coaching 6th grade AAU volleyball, cheering on the kid's soccer teams, little league baseball and softball teams. We enjoyed a trip to Chicago to tour all the public museums. We enjoyed some time in Okoboji with family and friends. Rylee had an outstanding year in 4-H with her table setting entry and showing her dog, Beau. I am enjoying our Slate Wealth Management team at Breda ladies league night. We are looking forward to taking the kids to their first Iowa Hawkeye football game this fall. We are very thankful for the advancement of medical research and the ability to get treatment to beat cancer. I look at life from a different viewpoint. I am leaning into Jesus, my Savior, my family, my business, and personal relationships. Thank you for your partnership with us, we are grateful!

Kerri with Lincoln & Collins.

Ann, Kerri, Rylee and Dave participated in the 2023 Lions Club Grocery Grab to benefit the local food pantries in Carroll.

Ann, Drew, Ellie, David and Rylee outside of the Shedd Aquarium, Chicago, IL.

Ann, Ellie, Rylee and Drew waiting in line for the Arnold's Park Roller Coaster in Okoboji!

David and Ann in front of The Bean in Chicago, IL.

Ann, Laura Sigmon, Tia Tiefenthaler, and Lindsay Conley playing for Slate Wealth Management team in Breda Ladies League.

Rylee, Outstanding Junior Award and will go on to compete in the Southwest Regional Event.

Rylee and Beau received 3rd place Showmanship Award in the 4-H Dog Show.

The Slater clan at Fillenwarth Beach in Okoboji, a 48-year tradition!