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November 2022

Happy Fall!

Happy Fall Season clients and friends of Slate Wealth Management. We love this time of year featuring pumpkin spice, warm Fall colors, mums, and harvest season. We have had a busy start to the school year shuttling kids to football, soccer, and volleyball practices including tournaments out of town. We struggle to say no, and willingly signed up to coach 2 volleyball teams and volunteer for local fund-raisers and committees. I realize every yes takes away time from my husband, kids and business. We are making a commitment to reflect on each activity and honestly say, does this serve my values and priorities? So far, coaching is a strong yes as it provides bonding time with my children.

Grief – a new word I am processing personally. This February, I lost my father, Kenneth Lee Slater after he battled a short illness. He was my role model, my rock, my mentor and coach. I am thankful he lived a full life; we celebrated his 80th birthday last August and fortunate to capture family pictures.

My father taught me a strong work ethic; he was raised by a single mother who put herself through college to provide for her four children. She set the path for my dad to seek post-secondary education paying his way by serving his country in the National Guard. He played collegiate football, became a math teacher and coach then principal before launching his own insurance company in a town he did not know anyone. Hmmm, sounds familiar! Amazingly, eleven years ago I opened my own business with zero clients in a new town, 8 weeks after giving birth to Rylee. Looking back, I am thankful for the role model I had in my father who taught me to believe in myself, stay positive through the grind of building my business; one client at a time.

Thankfully, we can humbly look back and be in awe of our accomplishments reflecting on the birth of Rylee and the twins, Ellie and Drew. Overcoming a cancer diagnosis 5 years ago and counting. Through the journey, we have hired two amazing teammates who I would be lost without Kerri Trecker and Melissa Vanderheiden. Most importantly, we are thankful for you, our clients, who give us purpose. Our everyday drive is to better your life today and into tomorrow.

Thank you for your partnership, your support, and introductions you have made throughout the years. We would not be here without you!



What is new –

Robo Calls, ugh!! One week, we were a victim of 1000s of calls from a robo caller from Mexico! I never felt more violated and frustrated when we received these calls during a normal business day. We consulted with our phone company and after blocking several calls and it being unsuccessful, we had to make a more extreme step by adding an Auto-Attendant to our greeting when you call our office in Carroll. When you dial our phone number, 712-775-2251, you will receive a friendly greeting from yours' truly, Ann Slechta. You will be asked to push #1 to access Melissa at our front desk. We appreciate your understanding in this decision.



What is a fiduciary? Are you a fiduciary, Ann? I often get these questions from clients.

Thank you for asking these questions! A fiduciary refers to a professional that is required by law to act in their clients' best interest. Fiduciaries have two main duties while managing money:

Duty of care. Under this, fiduciaries are required to make informed business decisions by reviewing all the available information about your financial life before making recommendations. Duty to provide advice that is in the client's best interest; duty to seek best execution; and the duty to monitor the account through the relationship.

The duty of care also extends to an adviser's recommendations regarding insurance products. Investment Adviser Representatives may not take off their fiduciary hat when they recommend insurance products.

Duty of loyalty. This refers to the requirement that a fiduciary not use their position to further their interests, such as making financial product recommendations on which they may make a commission.



A few other obligations of an Investment Adviser Representative (IAR): an adviser must disclose any outside business activities that might create a conflict of interest. As the threat from cyber-attacks increases, an RIA/IAR must have a cybersecurity plan in place to guard against those risks. Advisers must implement comprehensive business continuity plans to protect clients from harm if an event disrupts RIA/IAR services, either temporarily or permanently. Succession planning is one strategy to keep the firm operational if a key member of the RIA dies or becomes incapacitated.

Are you a fiduciary? YES! When working with advisory accounts I am a Fiduciary, on all other accounts, I work under the Best Interest Standard. Slate Wealth Management may have a new name, but the company has been built and created with the client in mind. Slate Wealth Management is led by an Investment Adviser Representative, me, Ann K. Slechta. I have my FINRA Series 7 and Series 66 (held through LPL Financial) which gives me the ability to provide advice as a fiduciary. I am registered under the corporate LPL RIA. At Slate Wealth Management, we have put in place a cybersecurity plan with the help of ICE Technologies and Western Iowa Networks. We have our system assessed on a regular basis to look for any weakness.

We have a continuity plan as well as a succession plan in place in the event I am not able to serve in my current role. LPL would assist our office in the transition to maintain our staff and level of care.

We continue to strengthen our knowledge and experience. Kerri Trecker has successfully passed both her life and health insurance licenses. She is the Director of Operations and Insurance Services for Slate Wealth Management. She has gracefully accepted a new role in selling individual and group health insurance plans for our clients and businesses we serve.

Melissa Vanderheiden has been promoted to Client Relationship Manager. She has been a champ in being a student of LPL Financial and their technology systems we utilize. She is our go to for MyRepChat which gives us the ability to text back and forth with our clients using our main phone line, 712-775-2251. If you receive a message from Melissa, please accept so we can easily communicate with you via text messages for those tech savvy clients who do not like phone calls or voicemail!

Melissa is also our go to for opening accounts, setting up Account View 2.0. If you want online access to your accounts, please reach out to Melissa at Melissa@slatewm.com and she will gladly assist you in getting your accounts setup online and updating your preferences on receiving the statements or prospectuses by mail or e-delivery. She is also my calendar gatekeeper!! Once I try to schedule your appointment, I goof up her system! Please work with Melissa to schedule your meeting or call request with Ann or Kerri.



Slate Wealth Management Collaborates with Helios Quantitative Research for Enhanced Asset Management Capabilities



helios
QUANTITATIVE



A Commitment to Investing with Confidence

At Slate Wealth Management, we are excited to announce our collaboration with Helios Quantitative Research. Helios specializes in providing research to an exclusive group of 800+ Financial Advisors who collectively manage more than \$30 billion dollars in assets. Helios will be working directly with us at Slate Wealth to help build, implement, and monitor custom quantitative investment portfolios.

For decades in the financial services industry, model portfolios have been based on Modern Portfolio Theory (MPT), which serves as the backbone to the majority of investing philosophy. MPT proposes that diversification among various asset classes such as stocks and bonds reduce risk for an entire portfolio. The theory was created in 1952 and is now accepted as the standard in the investment management industry. However, modern markets demand more than one mathematical approach to investing, and technology has opened the door to a new set of capabilities. Our utilization of working with Helios enables us to adopt multiple sets of mathematics in addition to MPT that seek to provide additional layers of risk management.

By adding multiple mathematic frameworks to our current investment philosophies, we now can diversify risk among asset classes as well as other strategic and tactical investment strategies that have been stress tested through institutional quality research. As such, at Slate Wealth Management, our ecosystem of model portfolios has expanded into a range that separates additional risk among short, mid, and long-term financial goals. That way, if one strategy goes through a rough patch, the different sets of math in others have the potential to offset them. We call this concept "portfolio durability," and its benefits provide strength for your financial timeline. All of this is completed with a systematic rules-based process, which mitigates emotions and fosters an atmosphere of quality decision-making, especially during turbulent times.



While our newly announced relationship is exciting, we recognize that no one investment approach is perfect. However, we will always strive to bring the best and brightest ideas that have the highest odds of achieving your long-term investment success.

If you have any questions or would like to learn more about what our collaboration with Helios can mean to you, let us know.

Investing with confidence just got easier!



Personal Update

Ann, Melissa and Kerri have had a busy year outside of the office. Melissa chases her two little ones; hosts the best bachelorette and baby showers a friend and sister could ask for and keeps up with personal workouts in the 4:30 AM hour!! Melissa and Curtis recently celebrated five years of marriage.

Kerri has been busy moving her oldest daughter to Perry, Iowa. Her third child, Brittany off to grad school. We had the privilege of having Brittany intern with us the last two summers updating our life insurance files. Her daughter Kristin and son in law, Nate O'Brien, welcomed a little boy, Lincoln, who just turned 1! Kerri's youngest, Nate, is closing out his last year in junior high as an 8th grader.

We never have a dull moment in the Slechta household. Ann tried to defend her Sioux Valley Match play title. I was medalist in the qualifier with a 77 and finished 4th place. I received a beautiful crystal trophy I have displayed in my office. Rylee showed her dog Max in the Carroll County Fair. She received two blue ribbons and a green ribbon! She received the top trendy junior for her \$15.00 fashion challenge and won the Casual Table Setting contest. Drew and Ellie had planned to show their two calves this year at the Carroll County Fair until their mom realized Dad was going to be out of town three days and the chores were on her to complete with the kids! (I love the country but still a city girl!). We sent the twins off to Camp Foster for a week instead and they loved it!!

Our summer vacation was local to Lake Okoboji. We love spending time at Arnold's Park, swimming at the lake and water park. Most importantly, getting quality time in with their cousins! We are fortunate to have a special place two hours down the road! We also adventured back to Manhattan, KS for a Kansas State football game. I love sharing stories and walking campus with the kids. My goal is to have at least one of my kids go to Kansas State!

The biggest compliment our clients can make are introductions to friends and family. We are happy to offer an honest second opinion to those seeking feedback on their investments and insurance policies. We wish you a wonderful Fall and upcoming holiday season! Thank you for your continued partnership with Slate Wealth Management!

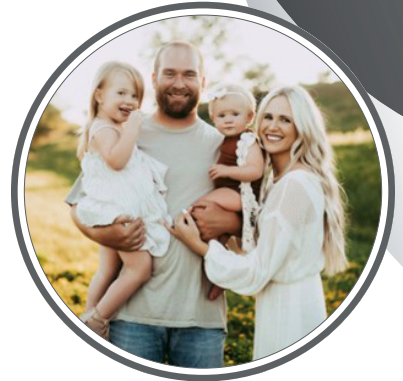
PLEASE SAVE THE DATE!

We are hosting an Open House 9:00 – 3:00 PM at our Carroll office on Tuesday, November 22nd.

We will have coffee, soft drinks, pastries from Queen Bean's Coffeehouse!

We hope to see you!

Ann Slechta, Kerri Trecker,
and Mel Vanderheiden



Securities and advisory services offered through LPL Financial, a registered investment advisor. Member FINRA/SIPC.