

Season's Greetings!

Where did this year go? It seems like yesterday that about 60 of us attended the last Twins baseball game of the year. What a great year for the Minnesota Twins! A surprise turn-around from one of the worst in 2016 to Wild Card playoff game in 2017. Plus, Skipper Paul Molitor earned his Manager of the Year award! Next year hopefully, both the Twins and Brewers will compete for their respective league pennants! The Vikings are now on top of the North in the NFC and the Packers continue to struggle without Aaron Rodgers. Well...enough sport reporting. We have plenty of other exciting news to share!

On October 1st, we welcomed Lucas Reitan to our team. Lucas comes to us with 15 years' experience in the health insurance industry. In addition, he happens to be Peggy's son! Lucas is in the process of learning all aspects of our business. His primary focus will be on marketing and client services. Please watch and listen when he reaches out to you. We are working to better systemize client services, especially the client review process. Watch for more educational and client appreciation events. We want to stay more in touch with all of you!

The stock market continues to run up with most indexes either at or near all-time highs. There has not been a correction of at least 5% since July 2016. This is very unusual since the average year sees a correction of 10%. We have been attending many educational events, including our annual ConnectEd conference in Orlando, FL October 18-22. Most of the economists and investment analysts we heard from believe we are in a good position to continue higher. Obviously, unforeseen things can happen and eventually the bull market will change to a bear.

Who did we listen to?

Neil Cavuto, Dr. Quincy Krosby, Marci Rossell, Tony Crescenzi, Claus te Wildt, and Alex Dryden

These are the bullish signs and predictions as reported by these experts:

- Corporations are making money, meaning taxes should end up lower.
- Unemployment could end up under 4% and economy could grow at 3% up from 2%.
- Stocks or equities appear to have broken into a secular bull market in 2013. This could last 5 to 10 more years.
- We have resolved many of our structural problems. Oil is in over supply, labor is returning to the US, there is a housing shortage, interest rates should remain low, and earnings should continue to go up.
- The case for international equities is even stronger with valuations exceeding US companies.

What are their concerns?

- US markets are stretched with valuations that are higher than average.
- Monetary policy could lead to the end of the bull market.
- Future debt without entitlement reform is a problem and will need to eventually be addressed.

Recently, we made investment changes and rebalanced our qualified portfolios and will soon make adjustments to the non-qualified accounts where we use discretion.

We are excited to get together to review your accounts and re-examine your financial and estate plans. Call to set an appointment, even if it is over the telephone. We want to make sure you are on track and be sure that we are aware of any important changes that may have affected your financial affairs. We continue to be in a growth mode, so any referrals to those we may be able to help is greatly appreciated!

Lastly, please remember we are here to help find the right health benefit coverage for individuals and families of all ages, including employer group benefit plans. This is the enrollment season and we have many unique strategies that have reduced prices and improved coverage for many people and businesses.

We hope you can use the enclosed magnetic calendar.

Best Wishes for a safe and joyous holiday season!

Pete, Peggy, Karen, Lucas

**HAPPY
HOLIDAYS!**