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Our News

3rd Qtr. 2016

We are pleased to announce a new professional will be joining the Treybourne Wealth team. Timothy (Tim) Voegelé, CFA®, CFP® will add depth to our team primarily in the areas of investment research and planning strategies. As a Chartered Financial Analyst (CFA), Tim holds one of the most respected designations in finance, and the CFA charter is considered by many to be the gold standard in the field of investment analysis. Tim retired from Eli Lilly as an engineer in 2009 and started his own RIA in 2010. He comes in very familiar with a fee-only, independent model of doing business. We are excited to have him and the expertise he can add to our team as we always try to best serve our clients.

Marty recently returned from Schwab's annual conference in San Diego. The educational sessions are always valuable during this conference, and beyond that, the opportunity to network and speak with other advisors continues to prove beneficial. Our business is increasingly becoming more complicated with the expansion of investments, compliance, and information technology needs.

We hope your holiday season starts off well and that you are able to enjoy extra time with friends and family.

Key Takeaways

Despite numerous uncertainties, including a U.S. presidential campaign that continues to unfold as the most unconventional in recent memory, the Vanguard 500 Index rose by nearly 4% in the third quarter. Stock market volatility remained at extremely low levels through July and August.

September seemed to usher in a change in tone. During the month, stock investors registered high anxiety, with markets rising and falling sharply in response to any oil-related headlines and any suggestion of interest rate hikes by central banks.

European stocks outperformed the Vanguard 500 after the Brexit low and for the third quarter. They still trail U.S. stocks for the year (both in dollar-hedged and unhedged currency terms). We continue to believe European stocks are cheap relative to U.S. stocks, based on normalized earnings power, and offer attractive relative returns in our base case scenario.

Emerging-market stock returns have been particularly striking, building upon their sharp rebound and outperformance versus other markets that began in late January. Emerging-market stocks are now up 17% for the year.

Yields on U.S. 10-year Treasury bonds rose to as high as 1.75% during the quarter on worries over central bank policies, but the Federal Reserve's decision not to raise interest rates in September soothed markets. Yields ended the quarter at 1.56%, still up from 1.44% on July 1. A December rate rise is potentially still on the table, and financial markets remain keenly attuned to this possibility. The core bond index gained just 0.4% for the quarter.

Rising rates pose a significant risk to core bond returns, which is one of the justifications behind our tactical positions in flexible fixed-income funds and floating-rate loans.

In this quarter's investment commentary, we briefly review portfolio performance and recap our current asset class views, before discussing the importance of *actual* versus *perceived* diversification and why we choose not to run with the herd, especially during times of elevated market risk. In our view, making investment decisions based on short-term market forecasts (guesses) is a losing game. We have no confidence that this approach can be executed successfully over time.



Portfolio Positioning

U.S. Stocks: The Vanguard 500's gain occurred in the context of a market that saw sharp intraday drops followed by swift reversals, as well as strong rotation into and out of sectors perceived to be "safe," such as utilities, telecoms, and consumer staples. Financials remained pressured by low interest rates, a challenging regulatory environment, and poor investor sentiment—negative headlines surrounding Deutsche Bank and Wells Fargo have not helped. We continue to view U.S. stocks as overvalued and unattractive relative to the risks over the next five years. We remain underweight.

Developed International Stocks:

European stocks outperformed the Vanguard 500 after the Brexit low and for the third quarter. They still trail U.S. stocks for the year (both in dollar-hedged and unhedged currency terms). We continue to believe they are cheap relative to U.S. stocks, based on normalized earnings power, and offer attractive relative returns in our base case scenario.

Emerging-Market Stocks:

Returns have been particularly striking, building upon their sharp rebound and outperformance that began in late January. They are now up 17% for the year (versus almost 8% for the Vanguard 500) and up 32% from their January low (versus 17% for the Vanguard 500). Returns have been driven primarily by expanding P/E multiples rather than a strong upturn in earnings growth, which is not (yet) apparent in the market-level data we follow.

Our modest tactical overweight versus U.S. stocks is based on our

analysis that their expected returns over the next five years are comparatively attractive. We believe we are using reasonably conservative earnings growth and valuation assumptions. However, we don't have a strong view about a near-term earnings rebound. The political and economic risks, including the very rapid growth of debt in China in particular, are well known. These risks carry meaningful weight in our scenario analysis and overall assessment of emerging-market stocks, which has tempered our enthusiasm. That said, our funds were solid contributors, delivering gains ranging from nearly 5.6% to 8% during the quarter. Year-to-date performance was even better, with returns in the double digits.

Flexible Fixed-Income Funds:

Our portfolios also benefited from our large position in flexible fixed-income funds, which had very strong absolute and relative performance compared to core bonds. These funds—Loomis Sayles Bond, JPMorgan Strategic Income, and Guggenheim Macro Opportunities—returned 3% to over 4% in the third quarter, while the core bond index was basically flat (up 0.4%). After trailing core bonds earlier in the year, all these funds are meaningfully ahead of the index for the year to date and also beat the 7.7% return of the Vanguard 500.

Floating-Rate Loan Funds:

Our tactical allocation to floating-rate loan funds, which we own in place of core bonds, was additive to performance in the third quarter, generating gains of roughly 2.6%. The year-to-date return is roughly 6%. We believe they continue to offer attractive mid- to upper-single-digit return potential

across a range of scenarios, while also providing a valuable inflation hedge.

Liquid Alternative Strategies:

Our managed futures position, which we have now owned for more than a year, posted negative returns for the quarter but has provided beneficial portfolio diversification during market selloffs. Our thesis for the alternative funds and strategies we own remains intact. We expect them to provide diversification (risk-reduction) benefits at the overall portfolio level stemming from their distinctive approaches and different performance drivers.

We are pleased many of our tactical positions and active managers added value in the third quarter, but reiterate our exposure is based on our *longer-term* time horizon and assessment of their potential returns and risks. This is particularly true for emerging-markets, European stocks, and other higher-risk/higher-volatility positions. Over the shorter term, we never know precisely *when* we will get paid for our investments. But we are confident that over a full market cycle we will be compensated for the risks in owning them. Therefore, we need to remain patient and disciplined to ride out any shorter-term volatility or negative performance in the interim.

Perception Vs. Reality: Managing Risk

While we spend time analyzing each of our individual positions and holdings, in portfolio management, the whole is much more than simply the sum of its parts. By definition, a well-diversified portfolio (i.e., one with investments that do not all move together in the same direction) will contain some laggards during any



given measurement period, particularly over shorter-term periods. But it's at least as important to focus on the overall portfolio, how the pieces fit together and perform relative to each other, and whether that performance is consistent with the original rationale for owning them.

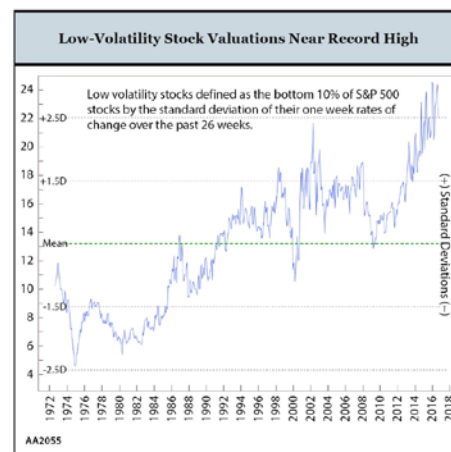
Successfully managing portfolios also requires the discipline to resist trading based on emotion, rather than on long-term return drivers such as valuations, yield, and earnings growth. Even in an advanced economy such as the United States, the stock market has fallen by at least 10% every 16 months on average since 1950. Bear markets (20% or greater declines) in the United States have happened about every seven years on average. In most cases you can't predict what the exact cause of the volatility will be or exactly when it will hit. Even if you could successfully call it, you'd need to also successfully time your re-entry so as not to miss out on the subsequent gains—and do so consistently and repeatedly over an investment lifetime. That is not realistic, which is why our tactical investment approach is based on a range of potential outcomes and a longer-term time frame.

To take just one example of why making investment decisions based on short-term market forecasts (guesses) is a losing game, we turn to the U.S. presidential election. We are being asked about the election even more than usual this year. While the specific circumstances of any given election are always unique, our approach remains the same. To the extent a particular result is widely expected, current asset prices will

reflect the market consensus. There is too much uncertainty and too many variables that impact investment outcomes for us to likely see any value in positioning our portfolio for a particular result. Instead, we stick to our longer-term analytical framework, in which we consider and weigh multiple macro scenarios, and assess the potential risks and returns for investments in each.

Along with the U.S. presidential election, central banks' policies, particularly the Fed's, remain a key near-term wildcard for financial markets. At its September 21 meeting, the Fed remained on hold but signaled it is on course to raise rates later this year, likely in December. It also lowered its longer-term forecast of rate hikes yet again. It now forecasts just two in 2017, down from the three forecasted at the June meeting and the four forecasted at the March meeting. Financial markets responded positively.

Investors are effectively being forced out of low-risk, extremely low-yielding, core bonds into riskier assets that offer higher current yields (still quite low compared to historical levels). Many investors appear to be "reaching for yield" as well as *perceived* safety in traditionally "defensive" yield-oriented sectors of the stock market, such as utilities, telecoms, consumer staples, and REITs. Valuations have soared. But these trades can unwind quickly and momentum can work in reverse. It certainly seems "defensive" plays are vulnerable to any hint of interest rate increases and are potentially higher-risk right now than the broad stock market, not to mention bonds.



Source: S&P Capital IQ Compustat, as of 8/31/16.
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To the extent the "buy 'bond-like' and dividend-yield stocks" theme remains in play, it will likely be a headwind for our actively managed U.S. stock funds overall. When that trend reverses, our managers and portfolios should benefit. We saw that happen in the third quarter, as the yield on the 10-year Treasury bottomed at 1.37% on July 5 and closed at 1.56%.

While ultralow interest rates are supportive of financial asset prices, we continue to view them as unsustainable and inconsistent with longer-term economic growth. Trying to anticipate the markets' reaction to each Fed governor utterance or Fed policy statement is a short-term guessing game that we simply won't play with our investment portfolios.

Putting It All Together

Our decision-making is anchored in our long-term fundamental and valuation-driven approach. We and our clients need to be psychologically and financially prepared for periods of market stress and able to ride them out on the path to achieving long-term investment and financial goals. Investors who can't stomach a given level of volatility or downside



risk should reallocate into a portfolio with a lower targeted risk level. The time to do so is *before* a period of volatility, not during or right after it when they would be selling their riskier assets at lower prices and buying more defensive assets at higher prices.

We structure our balanced portfolios across a well-diversified mix of

investments, each with a distinct role. We expect them to be resilient and to perform at least reasonably well across a wide range of outcomes, balancing our objective of long-term capital appreciation with shorter-term downside risk management appropriate for each client's risk tolerance.

While July and August were unusually calm months for the markets, volatility picked up in early September. We're prepared for more of it heading into (and potentially coming out of) the November election, as well as on increased likelihood of a Fed rate hike in December.

Market Data

(From various sources. Data as of September 30, 2016.)

| <i>Index</i> | <i>Sept 2016</i> | <i>3rd Qtr</i> | <i>12 Mos</i> | <i>5 Yrs*</i> |
|-------------------------------------------|------------------|----------------|---------------|---------------|
| <i>Dow Jones Industrial Average TR</i> | 0.00% | 2.74% | 15.30% | 13.60% |
| <i>S&P 500</i> | 0.02% | 3.85% | 15.43% | 16.37% |
| <i>Russell 2000</i> | 1.11% | 9.05% | 15.47% | 15.82% |
| <i>Barclays US Govt/Credit Bond (GVI)</i> | 0.10% | 0.10% | 3.30% | 2.20% |

*Annualized

Past performance is no guarantee of future results. Indexes are not available for direct investment.

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