

# THE ADVISOR

conquer the complex

**UPCOMING  
EVENTS &  
SEMINARS**

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OUR INVESTING PHILOSOPHY**

**YHB** Wealth  
Advisors



# A GROWING TEAM

Wow, can you believe that YHB Wealth Advisors has reached it's one-year anniversary? Meeting and working with YHB CPA clients and prospects has been such a wonderful experience for us all. As of March 1, 2019, we have over \$53 million assets under management and have added numerous staff members to our team.



**RANDY BEEMAN**



Randy has more than 15 years of experience managing financial assets for individuals, retirement plans and businesses. Randy joined YHB Wealth Advisors in January of 2018 and serves as the Director of Wealth Management. He was a co-founder of the Wise Investor Group in Reston, Virginia and co-hosted The Wise Investor Show

**JT TRIMBLE**



JT is our Certified Financial Planner (candidate). Financial Planning is an imperative part of our investment management. JT works closely with our clients to lay out a road map for their financial future.

**JAMIE BROTHERS**



Jamie is the Director of Client Services. As the DCS, she over sees the account opening and transfer process, verifies money movement and maintains all of the Contact Management Systems. She has 24 years' experience in the financial industry and takes the care of each client very seriously.

**R. CURTIS THOMPSON**



Curtis is YHB Wealth's Chief Compliance Officer. He is responsible for our firm's compliance program. He is a Certified Public Accountant and Certified Information Systems Auditor. He has been with YHB since 1995, specializing in internal audit and information technology assurance services for the majority of this time.

**ADRIAN TAYLOR**



Adrian has been part of YHB Wealth Advisors since its inception in 2017. She serves on the Wealth Advisory Committee and works closely with our planner to ensure each plan is created with the individual client's needs at the forefront.

**MELINDA JOHNSON**



Melinda is the Client Service Associate and has been part of YHB Wealth since its inception in 2017. She is an integral part of opening and transferring accounts, along with accurately creating our reporting documents.



# OUR INVESTING PHILOSOPHY

When developing an asset allocation for client portfolios, the financial plan is the driving factor that directs us toward the proper mix of assets for each individual client. None are exactly the same, but typically the broad asset allocation is a mixture of equities, income and cash. On the equity side of the ledger, there are specific guiding principles we strive to follow when constructing the allocation. We call these principles our Core Set of Beliefs.

## 1. Avoid obvious areas of over valuation.

This one is intellectually easy, but emotionally very tough. You're probably thinking, "of course I wouldn't buy something that is obviously overpriced". However, unless you do your research, how will you know if what you want to buy isn't already at extreme levels of valuation? When you don't do proper research, chances are greater your emotions will take control, and you'll be enticed to pay too much.

## 2. Give Yourself a Good Margin of Safety.

When you analyze any investment, don't just look at what could go right, make an honest assessment of what could go wrong. The more cyclical the type of investment, the larger your margin of safety should be. If you can imagine the worst that could happen with the investment during the time period you hold it, determine what margin of safety you are comfortable with from that low point, and you can honestly say you are ok with that reality, then you are entering the investment with a good understanding of the total amount of potential risk.

## 4. When you can't find good value – then wait.

John Templeton – one of the greatest investors that ever lived used to say, "When you reduce your standards of quality or price, you're more likely to make a mistake". Wait for the attractive values to come to you. Warren Buffett calls it "waiting for the fat pitch". But that doesn't mean you should be doing nothing in your portfolio. Take the opportunity in between finding attractive values to re-examine your current holdings to make sure they still match the goals you outlined in your financial plan. Also, there's nothing wrong with going back and buying more of a good investment if for some reason it has become temporarily undervalued in the short term.

## 3. Have a Long Term Time Horizon.

This is another one that is tough for many people to practice, usually because they mistakenly think they have to be doing something in their portfolio all the time in order to be successful. In fact, it's more likely just the opposite. You're not creating wealth if you're constantly trading and experiencing large amounts of turnover. Some funds turn over almost all their holdings every year. If you are buying shares of individual companies – great businesses that are consistently growing their earnings, dividends and free cash flow, why would you want to sell them just because the price of the stock went higher?



**RANDY BEEMAN**



## UPCOMING EVENTS

**June  
2019**

**Generations  
Picnic**

**September  
2019**

**Preparing for  
Retirement:  
When to take Social  
Security**

**January  
2020**

**Market Outlook  
Opportunities & Risks**

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# ESTABLISHING A PLAN

The importance of financial planning cannot be overstated. In an age where budgets are assumed to take care of themselves, personal debt has never been higher. In fact, we are at a critical point of the level of personal debt especially in light of our recent history.

Americans have surpassed the level of indebtedness that we had reached prior to the financial crisis of 2007-2009. Furthermore, a recent study has even shown that those surveyed would struggle to pay for a \$1000 expense (not utilizing debt) should the emergency arise.

Engaging in the activity of a financial plan creates space for not only creative solutions to financial decisions but also the opportunity to allow for flexibility when the experiences of life take place. We plan to take care of ourselves, to go to work, to engage in relationships, to go on vacation, and so many other areas of our life that are important. Our financial lives, especially in light of retirement, are no different.

Establishing a path for our money allows for a natural flow that we are in control of. This flow establishes the framework for the way we envision our life going. Taking the time to develop plan for retirement, investing, education, risk mitigation, taxes, and our estate leaves nothing to chance for a resolution should an issue arise. We want to command our future, not allow our finances to dictate our decisions. Financial planning provides perspective on everything from creating a basic monthly budget, making difficult employment benefit decisions, evaluating insurance policies, understanding company stock options, discovering how to save for retirement, and a evaluating wealth of other circumstances.



**JT TRIMBLE**

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