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January 27, 2018

**FINANCIAL PLANNING SERVICE**

Dear Client:

Due to increased client interest in financial planning, I continue to provide quarterly updates on the investments I recommend. Clients that actively use our services are aware that:

- 1) A large percentage of the investments I recommend are in the S & P 500.
- 2) I only recommend investments that my family actually owns and that we follow daily.
- 3) I am paid only on a fee basis for the time spent reviewing your portfolio and making recommendations.
- 4) I am not a registered investment advisor. Due to the fact that I only provide investment advice as an incidental part of other services, I am able to qualify for the accountant's exemption from registration.
- 5) I chart recommended investments on a spreadsheet in order to review them and to update clients on the results.
- 6) Finally, I am not a market timer. The strategy followed is buy and hold. This strategy reduces trading costs, taxes, and planner fees.

Currently, I recommend eight mutual funds. My family also has a self-directed individual stock portfolio that attempts to outperform the S & P 500 due to lower costs and superior stock selection. I consider myself a value investor that likes reasonably priced technology stocks. The actual results are as follows:

	2011 (12 mos.)	2012 (12 mos.)	2013 (12 mos.)	2014 (12 mos.)	2015 (12 mos.)	2016 (12 mos.)	2017 (12 mos.)
<b>Mutual Funds</b>							
#1 VTSM	1.1 %	16.3 %	33.3 %	12.4 %	0.4 %	12.5 %	21.2 %
#2 INVESCO DD	0.7 %	17.2 %	29.0 %	11.9 %	1.8 %	14.3 %	8.2 %
#3 VW	(3.9 %)	20.8 %	36.1 %	11.7 %	(3.1 %)	12.6 %	18.2 %
#4 VS	0.8 %	13.8 %	17.8 %	7.4 %	(0.2 %)	6.6 %	18.3 %
#5 INVESCO GCE	(10.8 %)	13.2 %	22.3 %	0.3 %	(2.2 %)	6.7 %	22.8 %
#6 VIG	(13.7 %)	20.1 %	23.0 %	(5.5 %)	(0.6 %)	1.8 %	43.2 %
#7 VWII	2.8 %	16.8 %	30.8 %	11.3 %	(3.1 %)	13.5 %	16.9 %
#8 V500	2.0 %	16.0 %	32.3 %	13.5 %	1.4 %	11.9 %	21.8 %
<b>Individual Stock Fund</b>							
MCP(100)	1.8 %	15.3 %	35.2 %	13.5 %	3.1 %	11.0 %	20.2 %

Please call if you have any questions regarding my investment planning services. These services are offered to our clients strictly as an extra benefit. It is a pleasure to have you as a client.

Sincerely,  
 Mark C. Peters, CPA  
 President  
 Peters & Associates, CPAs, P.C.

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