

January 2012

Dear Clients and Friends:

As a financial planner, I'm the last person to ever make happy predictions. It's better practice to inoculate clients against the worst and keep expectations at a modest level.

But I can't help feeling positive. There's something about leaving the year 2011 and the preceding decade behind that has me stirred up.

Economic activity has an ebb and flow, more powerful than anything the government can do to aid or hinder. We've been ebbing sadly for a long time, but the flow is coming. When it comes, this unstoppable swell will lift our entire economy. Every business and every person in this country will feel it. And not only us, because our productivity and purchasing power have an impact on foreign markets as well.

Will 2012 be the long-awaited year we see that swell heading for shore? There's no way to say for sure, but there's a lot of energy out there, just off the coast, getting organized and coming our way. When it's ready, nothing will hold it back.

Let's keep living well in the meantime and enjoying our many blessings.

Best wishes for the New Year and beyond,



Charles M. Shackelford