

Golden Gate Wealth Management Insider

A Semi-Annual Publication for the Golden Gate Wealth Management Family

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"Gratitude makes sense of our past, brings peace for today, and creates a vision for tomorrow." –Melody Beattie

Groundhog Day, Again

In the wake of a rocky start to a year, we would like to share a passage from the president of Raymond James & Associates, Inc. Private Client Group, Tash Elwyn, "On February 2, many awaited word as to whether Punxsutawney Phil saw his shadow or not. Regardless of the answer (he did not, by the way, thus forecasting an early spring), it always reminds me of one of my favorite movies, "Groundhog Day," in which a curmudgeonly weatherman played by Bill Murray is forced to relive the same day over and over. He gradually learns from his experiences and improves upon his actions with each passing, repeated day. I think this classic comedy is analogous (minus the humor) to the turmoil in today's markets...we've all seen this movie before. So, what do we learn with each recurrence and how do our actions improve?



- Is it to always keep sufficient cash on hand to cover cash flow needs if and when the markets get bumpy?
- Is it to have surplus cash to be a buyer when others are sellers?
- Or, perhaps, is it to stand pat because of the long-term confidence you have in your allocation strategy and financial plan?

I won't profess to be our market strategist, as we have a number of dedicated professionals and resources within the firm that provide

this sort of guidance and insight. But I do know that we've seen this movie before, and we'll see it again a few more times in the decades ahead. It's normal, yet each and every time, we are at risk of being drawn into the movie, wondering if the ending will be different this time around, as if we haven't seen this play out before. I can't forecast when this particular movie will end, but I do believe the economic cycle is just that: cyclical. As history has shown, we expect again to see a growth in wealth for our clients and prosperity for our businesses."

We started this year referencing 2016 as the "Year of the Monkey" from the Chinese Zodiac calendar. Based on stock market action this first quarter it feels more like the year of some sort of herd animal like cattle, elephants, or wild horses! We have been caught in the middle of two clear "stampedes" since 2016 began. First, everyone was running away from the perceived threat of global slowdown causing a selling stampede that saw the S&P 500 go 25 sessions without putting in three consecutive up days. Then, when the collective investor determined things weren't quite as bad as feared, the bigger threat became missing a rebound and we have now gone since February 11th without seeing three straight down days!

At Golden Gate Wealth Management, one thing we can confidently assert is the benefit of communication during these kinds of markets. We work to continually provide you the insight you need to understand short-term noise while also hoping to keep you focused on the long term.

Chairman's Council*

Clients are my motivation to continuously learn, research and set goals for myself that will positively impact them. One of my goals for 2015 was to qualify for the Chairman's Council of Raymond James. The Chairman's Council status at Raymond James recognizes advisors with creativity and excellence in providing a wide range of investment products and wealth management services to clients. There were 222 advisors who qualified for the 2016 Chairman's Council out of 2,613 advisors at Raymond James Private Client Group.

I am humbled and excited to share that I was recently named a member of the 2016 Raymond James Private Client Group Chairman's Council! I received this honor with a promotion in title to Managing Director in just three years of being at Raymond James.

Chairman's Council honors are presented only to those financial advisors who have demonstrated an unparalleled commitment to personal service and professional integrity. Qualification is reached after attaining a certain level of assets, production and commitment to education. Members of the Chairman's Council represent the top echelon of the firm's financial advisors, which is a privilege limited to a select few. Chairman's Council qualifiers are invited to the 2016 Chairman's Council recognition conference in Europe; where we will spend time with Raymond James CEO, Paul Reilly, and Raymond James President, Tash Elwyn.

I hope you will join me in celebrating. Milestones like this serve to reinforce my belief that putting my clients – you – first is still the best, and only, way to do business. With that, I thank you.

– Abu Farukh

Thank You!

**Chairman's Council membership is based mainly on assets under management, education, credentials, and fiscal year production. Requalification is required annually.*



Did you see Misty in the San Francisco Chronicle?

At Raymond James, we use a social media support tool called Hearsay Social. This tool enables financial advisors to create their own content to post on social media pages like Facebook, Twitter and LinkedIn. As you might recall from past newsletters, Misty was asked to speak at Hearsay Social's annual conference with their employees to discuss how she uses social media and digital tools in our practice.

In December, Hearsay Social got the opportunity to talk with the San Francisco Chronicle about the digital transformation of the financial services industry and how their platform provides technology to empower advisor's by leveraging in digital channels to build and deepen client relationships. The SF Chronicle wanted to interview a client of the Hearsay Social's platform and their company asked Misty to speak on their behalf. She was honored to be hand picked out of their many clients at different firms to discuss her experience.

Check out some of the pictures from her article! To read the full article from December 23rd, please contact our team.



Market Tidd Bits

- **EVERY DAY:** An estimated 9,300 Americans will turn 65 years old each day during 2016. This group represents the 6th year of 19 years of "Baby Boomers" turning 65. An estimated 11,400 Americans will turn 65 years old each day in the year 2029. (source: Government Accountability Office)
- **SEVEN YEARS OF GOOD LUCK:** The ongoing bull market for the S&P 500 reached 7 years in length as of the close of trading on Wednesday 03/09/16. Over the 7 years, the index has gained +241.2% (total return), an average annual return of +19.2%. The S&P 500 consists of 500 stocks chosen for market size, liquidity and industry group representation. It is a market value weighted index with each stock's weight in the index proportionate to its market value. (source: BTN Research)
- **LAY DOWN RIGS:** The total oil and gas rig count in the United States (both offshore and on land) was 480 as of 03/11/16, down 31% YTD (from 698 as of 12/31/15). The 480 operating rigs is the lowest number recorded in the 21st century in the USA, i.e., since 01/01/01. (source: Baker Hughes)



Image taken from SF Chronicle article

CEO of Raymond James, Paul Reilly, visits San Francisco



Paul Reilly at The City Club

We were fortunate to have had the pleasure of meeting the CEO of Raymond James, Paul Reilly! He visited our San Francisco office to talk about the growth he foresees in the West Coast. Having direct access to senior leadership at Raymond James is one of the many reasons we moved to the firm. We got to speak one on one with our CEO about our practice and clients.

After he visited our office he held a lunch meeting at The City Club of San Francisco. We gathered with other Raymond James associates to ask questions, express concerns and give suggestions. We are happy to work at a firm with an executive team committed to our Raymond James values, clients and associates.

“Through my whole career, every job was a new learning experience and I always took positions not for the money, but for what I could learn -- and the money comes along.”

Paul Reilly



Paul Reilly and Jackie Morales

Golden Gate Wealth Management Gets Out

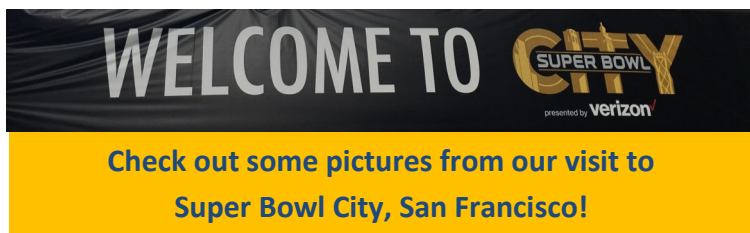


Ben Bernanke at Nourse Theater

Former Chairman of the Federal Reserve, Ben Bernanke

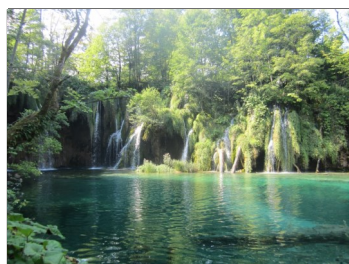
We had the opportunity to hear former Chairman of the Federal Reserve, Ben Bernanke, speak about his new book “The Courage to Act: A Memoir of a Crisis and Its Aftermath”. The Commonwealth Club held a riveting discussion with Bernanke where he revealed his experiences during the financial crisis and thoughts on the current economic landscape.

San Francisco Super Bowl City 2016!

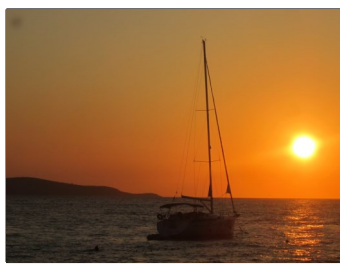


Amazing pictures from Misty’s trip!

No, these pictures are not from a National Geographic magazine. These breathtaking photos were taken by Misty during her vacation to Greece and Croatia!



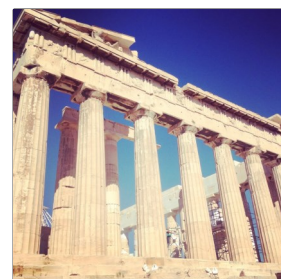
Plitvice Lakes



Hvar Sunset



Dubrovnik



Parthenon

ESIGNATURE

Signing Forms Just Got Easier 



We are happy to let you know that as part of our efforts to make managing your finances easy and convenient for you, we're now offering you the capability to sign documents for your account electronically.

Raymond James has partnered with DocuSign, a leader in the digital transaction management world, to offer this safe, secure, fast, easy and effective means to deliver and sign documents online. This not only eliminates paper and postage, but it will minimize unexpected and unnecessary trips into our office. eSignature can be used on your personal computer, tablet or smartphone. There is no account setup or registration required. All you need is a device with Internet access, an active email address and a text-enabled phone (text and data rates may apply).



Sign documents anywhere from any device

A couple of taps on your device or iPad and you're done.



No overnighting, faxing or waiting

Email documents for instant signature and return.



More secure than paper

Documents are encrypted and a complete audit trail is maintained.



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