



faith . discipline . patience



*“It is easy for bearish commentators to grab the microphone. It doesn’t matter if they’ve been consistently wrong about the stock market...**this is a cynical era.** An era where saying anything negative makes you sound smart. The permabears have a real outsized voice...there is almost no coverage of positive economic news. Bad news gets better ratings than good news.” Jim Cramer, 12/5/19*



The WSJ headline last week says it all, “Individual Investors Bail on Stocks.” Despite the great year with stocks, “investors” have been leaving the market in record numbers. (I put investors in parenthesis because to me this behavior more akin to traders) *“Investors have pulled \$135 billion from U.S. stock fundsthe biggest withdrawals on record., according to data provider Lipper which tracked the data back to 1992.”* WSJ 12/9/19. *“Investors have shifted hundreds of billions of dollars into bonds...”* Say wha???? And in another encouraging, contrarian, sign—according to investor sentiment data from the American Association of Individual investors only 36% of investors are bullish. Remember, successful investing often can be counter-intuitive. In bizarro-opposite world of investing **muted optimism is actually bullish.** More for us!



“There’s not a lot of faith in this market,” said Scott Wren a strategist at Wells Fargo Investment Institute, *“There’s no chasing going on. Usually before you hit the top of the cycle, there’s a lot of chasing and fund flows are higher.”* (When your self-proclaimed-market-guru-brother-in-law tells everyone at Christmas dinner table he was smart and got out of the market this summer—write 434-328-8040 on his hand. And ask him to pass the potatoes with the other.)



A year ago, 500 global money managers surveyed , 65% predicted that the US stock bull market would end this year. (source: BTN) I suppose there is still time for them to be



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right.... By the way, being wrong is an international sport—the survey included supposed gurus in 28 countries worldwide. D’oh!

As always, I’m honored and humbled you have given me the opportunity to serve as your financial advisor. We endeavor to *“treat our clients as family. To provide genuine caring service to every client, every day”* If we fall short, let me know. (referrals make excellent stocking stuffers 😊) **MHK**

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