SEPTEMBER 2021 UPDATE

We provide composite returns for Growth, Growth & Income (a combination of "Growth & Income" and "Moderate Balanced" accounts), Conservative Balanced, Retirement Income (a combination of "Retirement Income" and "High Monthly Payout" accounts) and Closed-End Income. We present net-of-fee results in the following table. (SSB composites are in boldface.) For the sake of comparison, we also include returns for various indexes and blended benchmarks that we believe are commensurate in risk to our strategies, as well as passively managed funds-of-funds from Vanguard.

Salzinger Sheaff Brock	August 2021	YTD	12 Months	3 Years	5 Years
Growth	**2.7%**	**15.1%**	**28.1%**	**15.7%**	**15.6%**
Benchmark (90% Lipper Multi-cap Core/10% Lipper General Bond Fund)	*1.9%*	*15.4%*	*30.0%*	*13.1%*	*12.9%*
Growth & Income	**2.3%**	**12.6%**	**23.7%**	**13.3%**	**13.2%**
Benchmark (75% Lipper Multi-cap Core/25% Lipper General Bond Fund)	*1.6%*	*13.0%*	*25.5%*	*12.3%*	*11.7%*
Conservative Balanced	**1.9%**	**10.2%**	**19.1%**	**10.7%**	**10.5%**
Closed-End Income	**1.5%**	**12.7%**	**22.8%**	**10.2%**	**9.2%**
Benchmark (60% Lipper Multi-cap Core/40% Lipper General Bond Fund)	*1.3%*	*10.7%*	*21.1%*	*11.4%*	*10.4%*
Retirement Income	**1.6%**	**7.7%**	**14.4%**	**7.4%**	**7.8%**
Benchmark (50% Lipper Multi-cap Core/50% Lipper General Bond Fund)	*1.1%*	*9.1%*	*18.3%*	*10.7%*	*9.5%*
Index					
S&P 500	3.0%	21.6%	31.2%	18.1%	18.0%
Russell 3000 &&	2.9%	20.4%	33.0%	17.9%	18.0%
Russell 2000 ##	2.2%	15.8%	47.1%	10.8%	14.4%
FTSE Global All Cap X-US@@	2.0%	10.6%	26.8%	10.1%	10.5%
Barclays Aggregate Bond	-0.2%	-0.7%	-0.1%	5.4%	3.1%
Mutual Fund/ETF Comparisons					
Vanguard LifeStrategy Growth &	1.9%	12.8%	24.0%	12.9%	12.5%
Vanguard LifeStrategy Moderate Growth #	1.3%	9.2%	17.7%	11.1%	10.2%
Vanguard LifeStrategy Conservative Gr @	0.9%	5.9%	11.8%	9.2%	7.9%
Vanguard LifeStrategy Income ^	0.3%	2.4%	5.8%	7.2%	5.4%

Through 8-31-2021. PLEASE SEE IMPORTANT DISCLAIMER ON BACK. Returns over 12 months annualized. Notes: &&A benchmark for the entire U.S. stock market, ##Small-cap stocks. @@ Foreign stocks, including developed foreign countries and emerging markets. Style Comparisons: &A good comparison for SSB Growth and SSB Growth & Income. #A slightly lower risk comparison for SSB Growth & Income. @A good comparison for Salzinger Sheaff Brock, LLC (SSB) Conservative Balanced. ^A good comparison for SSB Retirement Income. Composites include all fully discretionary, management fee-paying including those accounts no longer with the firm of reasonable size that are substantially invested in accordance with the composite strategy or style. Returns are presented net of maximum management fees and all trading expenses, and the reinvestment of all income. Net-of-fee performance was calculated using maximum management fees. Actual advisory fees and transaction fees will vary depending on, among other things, the portfolio, account size, and activity. Fees are described in SSB's ADV Part 2A. Securities mentioned in this report may be owned by clients and employees of SSB. Past performance is not indicative or a guarantee of future results (continued on back).

The stock market rose in August but has been more volatile, with a downward bias through near the end of September. By September 21, the S&P 500 had fallen about 4% from where it began the month, before rallying back for a few days before slumping anew.

The main culprit for the latest swoon appears to be fears of rising interest rates. We can infer this because long-duration assets, including long-term Treasuries as well as various kinds of growth stocks, bore the brunt of the slide, while shorter-duration assets, including value stocks, held up much better or even produced gains (producers of conventional energy, for example). In the case of long-term Treasuries, their fixed interest payments for decades look increasingly less attractive as Washington may issue newer bonds with higher rates; in the case of growth stocks, the worth of their potential future cash flows far in the future decreases as they are discounted by higher interest rates today.

Looking forward, we see several bullish signs for the broad stock market for the next three to six months, along with some bearish ones. Let's list some of the bullish ones first.

One, there is strong momentum in S&P 500 earnings estimates by Wall Street analysts. After seeing actual S&P 500 earnings outpace their estimates for the second quarter, many Wall Street analysts are attempting to make up lost ground by raising their earnings estimates for the market's third quarter. According to I/B/E/S data from Refinitiv, after falling nearly a quarter since mid-August, the percentage of rising earnings estimates has now risen back into positive territory, while negative earnings estimate revisions now account for less than half the total.

Second, despite rising costs for labor and other inputs to production, profit margins continue to rise at U.S. corporations, feeding into the earnings estimates of Wall Street analysts, as corporate managements continue to squeeze more profit from each sale.

Third, there is no sign of imminent interest-rate liftoff from the Federal Reserve Board. Though an increasing number of members of the Fed now expect the central bank to begin increasing the rates under its control by the end of 2022, few, if any, expect to do so within the next nine months or so.

And four, investor sentiment has become quite negative, enough so that we may begin to view it as a contrarian indicator. For example, for the week ended Sept. 15, the member survey by the American Association of Individual Investors (AAII) registered the most negative sentiment in many years: 22.5% bulls, as compared with historical average bullishness of 38.0%.

On the bearish side, we see two main issues: political uncertainty on the one hand and supply/demand imbalance on the other. Though it's fairly clear that the Fed will gradually taper its purchases of Treasuries and government mortgage-backed securities over the

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next six to eight months while waiting longer to increase the interest rates under its control, the fiscal picture is less clear. The Biden administration and many Democrats in Congress want a potentially transformative change in taxes and spending, with considerable income redistribution (and even some redistribution of wealth, if the Biden administration and progressives got their way). As of this writing, however, it's unclear what the actual result will be of the current wrangling in the Democratic caucus, which will need virtually every one of its members to vote YES, given its narrow majority in the House and the 50/50 partisan breakdown in the Senate. At the same time, instead of loosening, some production and distribution bottlenecks in the U.S. and overseas are, if anything, worsening, leading to less growth and more inflation. Overseas, the Delta variant is cutting production in manufacturing hubs in Southeast Asia; in the U.S., demand for goods continues to outpace supply for cars, homes, electronics and other physical goods, as ports on the East and West coasts are clogged at record levels and many businesses simply can't find workers even at higher rates of compensation.

The Fed hopes some of these bottlenecks and resulting price hikes will loosen as higher percentages of folks get vaccinated against COVID and return to the workforce while the tapering by the Fed itself allows longer-term rates to rise enough to bring some reasonableness back to the housing market.

We'll see. While I suspect the Fed will be right in the short run, I also believe that labor shortages, especially skilled, combined with massive government spending will cause inflation to be higher over the next several years than the Fed expects. However, even if I'm right on the longer-term, an improving shorter-term health picture, combined with other positives, should allow the stock market to resume a slight upward bias before long.

For more information or to get started in any of our strategies, contact information is below. Thank you, in advance, for your interest!

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Thank you for your interest in Salzinger Sheaff Brock (SSB), the only source of personalized money management by me,

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