MARCH 2023 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	Feb 2023	YTD	1 Year	3 Years	5 Years	10 Years	Inception
Growth - Inception 2/1/2010	**-2.33**	**3.16**	**-9.64**	**7.81**	**6.21**	**8.82**	**9.63**
Benchmark (90% Lipper Multi-cap Core/10% Lipper General Bond Fund)	*-2.89*	*4.10*	*-6.93*	*8.09*	*5.19*	*7.25*	*8.05*
Growth & Income - Inception 9/1/2009	**-1.88**	**3.09**	**-8.91**	**5.85**	**5.17**	**7.48**	**8.74**
Benchmark (75% Lipper Multi-cap Core/25% Lipper General Bond Fund)	*-2.73*	*3.66*	*-6.91*	*6.70*	*4.80*	*6.49*	*7.44*
Conservative Balanced - Inception 10/1/2009	**-1.70**	**2.33**	**-7.72**	**3.84**	**3.99**	**5.77**	**6.49**
Benchmark (60% Lipper Multi-cap Core/40% Lipper General Bond Fund)	*-2.57*	*3.22*	*-6.93*	*5.22*	*4.33*	*5.69*	*6.53*
Closed-End Income - Inception 10/1/2014	**-2.11**	**3.85**	**-7.71**	**3.09**	**3.65**	**--**	**4.37**
*First Trust Closed-End Fund Composite Total Return**	*-3.10*	*4.62*	*-8.98*	*2.35*	*3.18*	*--*	*3.91*
Retirement Income - Inception 11/1/2010	**-1.65**	**2.07**	**-6.96**	**1.50**	**2.38**	**4.33**	**4.99**
Benchmark (50% Lipper Multi-cap Core/50% Lipper General Bond Fund)	*-2.47*	*2.91*	*-7.01*	*4.18*	*3.96*	*5.12*	*5.67*
Index							
S&P 500	-2.44	3.69	-7.69	12.15	9.82	12.25	-
Russell 3000	-2.34	4.39	-8.07	11.79	9.42	11.87	-
Russell 2000	-1.69	7.89	-6.02	10.08	6.01	9.06	-
FTSE Global All Cap X-US	-3.38	4.24	-7.03	6.11	2.14	4.60	-
Barclays Aggregate Bond	-2.59	0.41	-9.72	-3.77	0.53	1.12	-
Mutual Fund/ETF Comparisons							
Vanguard LifeStrategy Growth &	-2.89	3.50	-8.20	6.58	5.27	7.52	-
Vanguard LifeStrategy Moderate Growth #	-2.72	2.81	-8.45	3.99	4.15	6.01	-
Vanguard LifeStrategy Conservative Gr @	-2.55	2.10	-8.82	1.39	2.97	4.45	-
Vanguard LifeStrategy Income ^	-2.36	1.40	-9.20	-1.31	1.69	2.81	-

Through 2-28-2023. Returns over 12 months annualized. Performance data quoted represents past performance. Past performance does not guarantee future results and there is a risk of loss of all or part of your investment. Salzinger Sheaff Brock, LLC ("SSB"), is a federally registered investment adviser founded in 2009. Performance presented are time-weighted returns. Valuations and performance is reported in U.S. dollars. Composite performance is presented on a net-of-fees basis and includes the reinvestment of income (dividends/interest). Net-of-fees returns are calculated by deducting a model management fee of 0.24%, ¼ of the highest annual management fee of 0.96%, from the quarterly gross composite return, applied the first month of each quarter. Actual advisory fees incurred by clients may vary. Composite performance consists of fully discretionary portfolios, including those accounts no longer with the firm. (continued on back).

Much has changed in the economy and the markets since I wrote you about a month ago. Small stocks, which spent much of the first two months of the year showing such promise, lost most of their recent gains in the first three weeks of March, while large-cap 'growth' stocks maintained their gains. Meanwhile, longer-term, higher-quality bonds, which gained in January and fell in February, rallied back.

Though data on inflation continue to be concerning, the main culprit for the gyrations during March has been strain in the banking sector. Two U.S. regional banks, one in California and the other in New York, experienced deposit runs and had to be closed down by the federal government. In the case of the latter, which was less important to the financial system, massive withdrawals by cryptocurrency investors did the trick. In the case of the former, Silicon Valley Bank (SVB), massively misguided fiscal and monetary policy from Washington since 2020 set the table for SVB's lousy management team to drive the bank into the ditch.

Having helped create high inflation by keeping short-term and long-term rates too low for too long (the former through conventional Fed policy, the latter through quantitative loosening, i.e., creating money and keeping rates low by buying trillions of dollars' worth of longer-term debt), the Federal Reserve Board raised the federal funds rate beginning in early 2022 to between 4.50% and 4.75% from essentially zero in little more than a year. During the same period, the Fed also decreased the Treasuries and agency debt on its balance sheet by up to nearly $100 billion per month by the end of last year. One reason the Fed had to tighten monetary policy so much was that instead of helping in the fight against inflation, the rest of Washington was increasing inflationary pressures with massive new spending.

Anyway, flooded with cash from its base of upstart technology companies and other depositors when rates were at rock bottom, SVB invested most of it in longer-term, high-quality bonds paying interest in the range of 2%. This would have been OK, had rates stayed super low. But they didn't. With short-term rates rising so high and so rapidly, depositors started withdrawing so much cash that SVB had to sell its bond holdings to fund the withdrawals. However, with the prices of these bonds lower due to higher interest rates, it didn't have enough. When the bank then announced a plan to raise equity to meet withdrawals, the stampede commenced, and the bank went under.

This led investors to dump bank stocks (especially smaller, regional ones) specifically while reducing risk generally by selling small caps and buying Treasuries. One bank that has been hit is First Republic, also very exposed to California's venture capital community and the broad technology sector, though focused more on wealthy individuals than corporate accounts, apparent-

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ly. Though buttressed in March by billions of deposits and other assistance from the Federal Reserve and various money-center banks (J.P. Morgan Chase, etc.), the bank remains under pressure as I write this, and its stock price is down about 90%.

Various small/mid index funds in which we invest have small positions in both SVB and First Republic. However, among the actively managed funds in which we invest, those from Grandeur Peak Global stand out, unfortunately, for above-average exposure. That's because the firm's U.S. Stalwarts and Global Stalwarts funds both had First Republic as their largest holding (about 4.5% in each) as of last October, with SVB at about 2%.

To express my concerns, etc., I spoke with Grandeur Peak in mid-March. From year-to-date performance numbers compared with similar funds, it looks to me that the exposures cost the impacted Grandeur Peak funds about three percentage points of performance. Though certainly significant, that's considerably less than if they hadn't been mitigating the exposures in recent weeks and months. So, that's promising, at least.

On March 22, the Fed announced another 25-basis point hike in the fed funds rate. Combined with the instability in the banking system (to which the hike adds), this has me thinking the odds of recession have increased. So, I continue to favor high-quality, "growth" and "dividend growth" equity funds over funds that emphasize economically cyclical stocks, for the most part. For income and capital preservation, I now favor money-market funds over longer-term bonds, as high-yield has too much credit risk while conventional longer-term Treasuries et al. have too much interest-rate risk, in case inflation stays high.

To get started in any of our strategies, our contact information is below. Thank you!

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

Mark Salzinger

Mark Salzinger
Chief Investment Officer and Portfolio Manager

Indexes: Lipper Global Multi-Cap Core Index is comprised of the 30 largest funds by asset size investing in a variety of market cap equities without concentrating 75% of their assets in any one market cap over an extended time. 25% to 75% of their assets are in companies both inside and outside of the U.S. Lipper General Bond Index consists of the 30 largest funds by assets that do not have any quality or maturity restrictions, and keep a bulk of their assets in corporate and government debt issues. First Trust Composite Closed-End Fund Index is a capitalization weighted index designed to provide a broad representation of the US municipal, fixed income and equity closed-end fund universe. S&P 500 Index is a market capitalization-weighted index comprised of the 500 stocks with the largest market capitalizations trading in the United States. Russell 2000 Index measures the performance of the small-cap segment of the US equity universe. Russell 3000 Index measures the performance of the largest 3,000 US companies. Bloomberg US Aggregate Index is broad-based benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market in the United States, including Treasuries, government-related and corporate securities, mortgage backed securities, asset-backed securities and CMBS (agency and non-agency). FTSE Global All Cap X-US is an equity index which captures most of the world's stocks ex-US. Indexes are unmanaged and unavailable for direct investment. Style Comparisons: & A comparison for SSB Growth and SSB Growth & Income. # A slightly lower risk comparison for SSB Growth & Income. @ A comparison for SSB Conservative Balanced. ^A comparison for SSB Retirement Income. An index should only be compared with a mandate that has a similar investment objective. *Effective 10/31/22 the SSB Closed-End Income Composite changed the benchmark from 25% Lipper Global Multi-Cap Core Index/75% Lipper General Bond Index to the First Trust Composite Closed-End Fund Index.