

October 5, 1998

To all my wonderful clients,

Greetings! First, please let me extend to you my most sincere thank you for all your great referrals. It has been almost five years since I started this practice and only in my most optimistic projections did I ever believe the business would grow so fast. You're the best advertising I could have and I can't thank you enough.

Second, and more important, always remember that the biggest asset you have, because of your long-term time horizon and diversified investment portfolio, is control over your own financial destiny. Try not to worry or concern yourself too much with today's short-term happenings. Whether it's the Asian or Russian economic crises, interest rates, Monica Lewinsky or some other recent event in the news, please keep in mind that these issues do not impact your long-term investment results. Occasional down quarters, and yes even down years, are the price we pay for long-term financial security.

Last, and definitely not least, I'm getting married this Saturday, October 10. Many of you know my wife-to-be Giovanna, and for those of you who don't, I hope to introduce you soon. We'll be honeymooning in Asia and returning October 30. Maintenance on your portfolios is not necessary while I'm away - remember, you're long-term investors. But if you should need assistance with your portfolios, please call my office, as I will leave a message with phone numbers of contacts at Schwab and Vanguard who will be happy to help you. I'll see you in November. Be well.