

## **INSIGHTS FROM NORTHSTAR AND BEYOND**

Sean and I have spent the last few days at the Financial Planning Association's national conference. The timing of this conference could not have been better in light of the global economic and market conditions we're currently experiencing. We're listening to multiple speakers including nationally known economists, political experts, and financial planning professionals. We continue to monitor current events in the global markets throughout the conference.

First, we'd like to acknowledge the emotions that this period may bring to you. These are difficult and unpredictable times for the world's economies and they impact all people emotionally. Some of you may be asking if we should be selling now? That's a question we've asked ourselves during the current bear market, as well as in the 2000-2002 bear market. We've consistently reached two conclusions. First, the strongest urge to sell often comes at or near the worst time to sell. Second, those that are selling today set up a monumental challenge for themselves. Sellers must correctly choose the timing of the buy back. History shows that you can be exactly "right" on the sell and still be worse off in the end because often the market comes back without your participation. What feels right in the present becomes a strategy of sell low and buy back high.

We are here for all of our clients, so please let us know if you have questions or concerns.

Warmest regards,

Robin Young, CFP<sup>®</sup>, RLP<sup>®</sup>  
President

[www.northstarfp.com](http://www.northstarfp.com)

603-216-9226