



Changing times..



2nd Quarter 2018

Newsletter

"We're always coming across interesting facts and stories, whether it is through our market research or just in our everyday lives in the Upper Peninsula. Our Newsletter is our opportunity to share these insights with you."

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President, MAFG
Financial Advisor, RJFS*



Dear Friends,

First of all, I hope everyone had a very happy 4th of July. No matter what your political beliefs we should all come together to celebrate the greatness of this country we all live in. As we celebrate our independence let's remember a statement Ronald Reagan made in the California gubernatorial inauguration speech on January 5, 1967 (51 years ago):

“Freedom is a fragile thing and is never more than one generation away from extinction. It is not ours by inheritance; it must be fought for and defended constantly by each generation, for it comes only once to a people. Those who have known freedom and lost it have never known it again.”

These words should be ringing loud in our ears as we consider the political divisiveness we are experiencing today. Enough said about this issue, however we all need to be aware and reflective of the reasons we have such liberty and freedoms in this wonderful country. God Bless all of the brave men and women who have sacrificed everything for all of us.

Pictured left to right:

Joshua Rapavi, Client Associate

Joe Jeeves, CFP®, Financial Advisor

Mark Aho, MBA, CFP®, CIMA®, President, MAFG, Financial Advisor

Nicole Burony-Noble, Registered Executive Assistant

Eric Froberg, AAMS, Financial Advisor

Amanda Zorza, Registered Client Associate

As you all know one of my long time assistants, Lois Williams retired on July 1. Lois has been with me for the past 19 years. I also worked with her for 6 years at once local First of America Bank. Words cannot express exactly how I feel about our wonderful relationship. In all of those years I cannot remember a time when Lois was nothing but a pleasure to work with. She has an everlasting positive attitude. She came to work each and every day joyful. She has a heart of gold. She also lived by the golden rule, she treated everyone the way she wanted to be treated. It did not matter if you were old, young, had a lot of money or a small amount of money. She is definitely a unique person. She is a pure people person. She always told me she loved to answer the phones and to personally greet all people who visit our office. We will truly miss her. We wish her the very best in retirement. She is going to enjoy her family and especially those precious grandchildren.

If you could take an inside look at our office staff, I hope you would see... First of all, I feel very blessed to work with my group. They are all uniquely gifted. It is my philosophy to help each of them be the best version of themselves. I want them to grow in all lanes of life. Professionally each of them are positioned to grow in their trade and be able to provide all of our clients with the best advice and service possible. I have always realized the focus is on our client's needs and issues. I feel strongly my group also believes this and is well trained to be ready and willing to go the extra mile for each client. This is a base tenant for our group. Also, as a team we help each other out to fulfill this mission each day. I am also a strong believer in helping each team member grow as a person. Physically, emotionally and spiritually. This type of atmosphere allows us to have team longevity. I have been very blessed to be able to attract the wonderful people we have here.

Another topic I would like to discuss is the future of The Mark Aho Financial Group. With the retirement of Lois, a number of clients have asked when I plan to retire. Rest assured, I have no plans to turn in my keys and never look back anytime soon. I want you to know I have built a team of various ages (24-47) to ensure the on- going future and legacy of this group. It is my vision to have this group here many many years from now. Even though I am not looking to retire in the near term, I also know if something did happen to me, i.e. hit by a bus... I need to make sure all clients are properly served by the younger people I have in place. I am a strong believer in training all of my group to provide seamless financial advice, built on a sound financial plan and policy for each of our client's long term lives. So I hope you will rest assured we are being very responsible with our own legacy planning which is built on making sure our clients never have to worry about the life of one financial advisor, notably me.

I have been in the financial services business now for 35 years. When I finished my MBA I was going to move to a metropolitan area and become a money manager. I was going to focus on managing equities with a value orientation (think of Ben Graham, Warren Buffet). During the end of my graduate school time I met a girl from Crystal Falls and leaving the UP was not going to be in the cards. So we settled here and 35 years later I am privileged to be able to serve all of you doing what I still love to do. I want each and every one of you to know I am very thankful to be able to work with you. I know the basis of our work for you is to first create a plan to meet your goals and objectives and to set a policy, however one of my true passions is the investment management of money. The actual management of money by a financial advisor is now somewhat rare. Most financial advisors use their firm's models. I have always felt we could sharpen the saw and create a more customized portfolio for our clients. Also, we study and know capital markets which allows us to explain to you what we think is going on. I believe this is

the reason most of our clients work with us. This is a role in which I will likely continue to serve until the day I die.

I want to again thank you all for your continued trust and confidence. Please know that we are always working for you. One of our missions is to guide you to make smart decisions with your money by first doing proper financial planning to meet your objectives and goals.

God Bless You and God Bless This Great Country We Live In!

Mark



Thank you for 19 years of dedication! You will be greatly missed, but we wish you all the best in retirement!

“Productive people guard their time more heavily than the gold in Fort Knox.”

-Robert W. Bly



The Numbers

For a full analysis of the Quarter, please go to our web site at www.markahofinancialgroup.com. Then click on Resources> Education> Investment Strategy Quarterly. Below is a brief snapshot from the report:

Capital Markets Snapshot

Index	2018 YTD	2017	Last 10 years
Dow Jones Industrial Average	-1.81%	25.08%	7.90%
S&P 500 Index	1.67%	19.42%	7.82%
NASDAQ Composite Index	8.79%	28.24%	12.60%
Russell 1000G Large Cap Growth	7.25%	30.21%	11.83%
Russell 1000V Large Cap Value	-1.69%	13.66%	8.49%
Russell 2000G Small Cap Growth	9.70%	22.17%	11.24%
Russell 2000V Small Cap Value	5.44%	7.84%	9.88%
MSCI EAFE Developing International	-2.37%	25.62%	3.33%
MSCI EM Emerging Markets	-6.51%	37.75%	2.60%
DJ US Select REIT U.S. Real Estate	1.82%	3.76%	7.63%
Barclays US Intermediate Govt/Credit	-0.99%	2.10%	3.06%
Citigroup World Government Bond Index	-0.94%	7.49%	2.07%

*Russell 1000 Growth Index – Measures the performance of the 1,000 largest companies in the Russell 3000 Index, with higher price-to-book ratios and higher forecasted growth values.
 Russell 1000 Value Index – Measures the performance of the 1,000 largest companies in the Russell 3000. Index with lower price-to-book ratios and lower forecasted growth values.
 Russell 2000 Growth Index – Measures the performance of the 2,000 smallest companies in the Russell 3000. Index with higher price-to-book ratios and higher forecasted growth values.
 Russell 2000 Value Index – Measures the performance of the 2,000 smallest companies in the Russell 3000. Index with lower price-to-book ratios and lower forecasted growth values.
 MSCI Emerging Markets Index – A market capitalization weighted index composed of companies representative of the market structure of 26 emerging market countries in Europe, Latin America, and the Pacific Basin. The Dow Jones U.S. Select REIT Index intends to measure the performance of publicly traded REITs and REIT-like securities. Barclays Capital U.S. Intermediate Credit Bond Index measures the performance of investment grade corporate debt and agency bonds that are dollar denominated and have a remaining maturity of greater than one year and less than ten years. The Citigroup WGBI G7 x U.S. (USD) is an unmanaged market value weighted index comprised of debt issued by countries in the group of 7 (Canada, France, Germany, Italy, Japan, United Kingdom, United States) excluding the United States. The MSCI EAFE is a free float-adjusted market capitalization index that is designed to measure developed market equity performance, excluding the United States & Canada. The EAFE consists of the country indices of 21 developed nations. The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market. The **Dow Jones Industrial Average** (DJIA), commonly known as “The Dow”, is an index representing 30 stock of companies maintained and reviewed by the editors of the Wall Street Journal. The **NASDAQ** composite is an unmanaged index of securities traded on the NASDAQ system. Keep in mind that individuals cannot invest directly in any index, and index performance does not include transaction costs or other fees, which will affect actual investment performance. Individual investor’s results will vary. Past performance does not guarantee future results.*

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You will need to set up a logon and password, and then enter one of your new account numbers. You can find that on your statement, or give us a call at 906-226-0880, or toll free at 855-999-0014 and we will gladly give you that information

Introducing... Josh Rapavi

Josh is new to our office, but not really. We first hired him a few years ago as an intern during his college career. He left the area to live in Charlotte, North Carolina and work at Bank of America as an internal audit analyst. Wanting to be closer to home and family, he began looking for a job near the UP. Even when Josh first left, I think we all knew in our hearts he was destined to come back to us. Josh is a Marquette native and graduated Summa Cum Laude with a Bachelor's Degree in Finance from Franciscan University of Steubenville.

Josh is thrilled to be back in the Upper Peninsula and lives in Ishpeming with his wife and son. His hobbies include golf, hiking, and traveling.



SHREDDING!

Do you have documents or personal information that should be shredded versus placed in the garbage? Protecting personal information and your identity are very important in today's world. We offer a free shredding bin available for your use. It is locked, and our shredding service comes once a month to shred the contents of the bin on sight. You may stop at our office at any time during business hours to place paperwork in our shredder. We welcome you to take advantage of this free and valuable service.

AND THE FAMILY KEEPS GROWING...

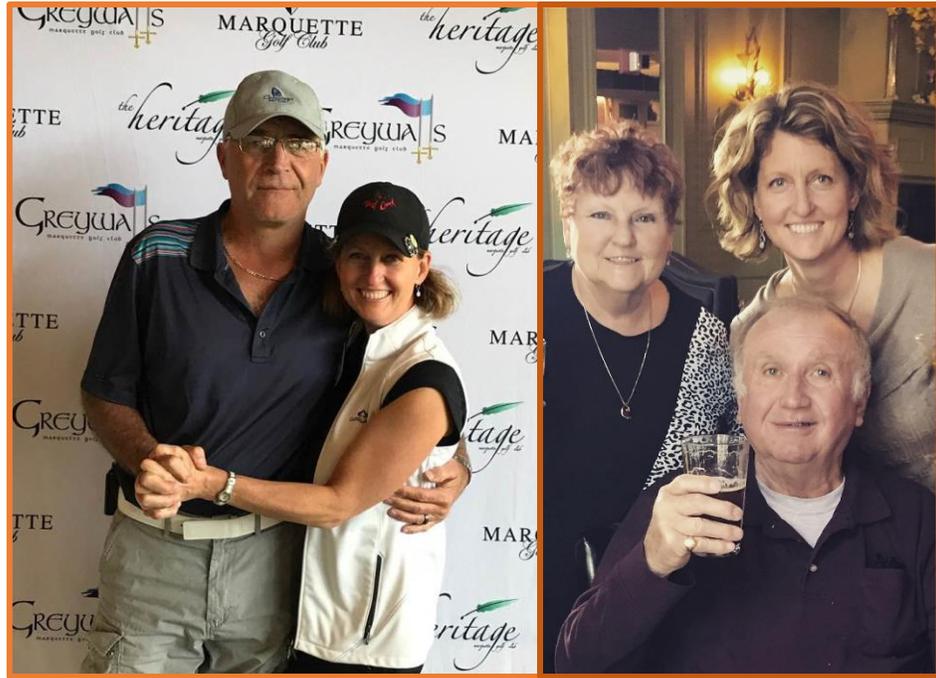


EVERYONE IS TURNING ONE!!

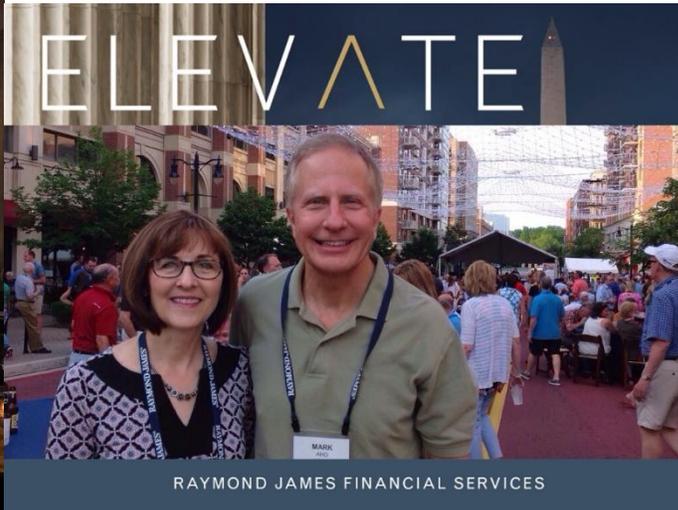
As our family grows and keeps changing, the babies are all turning ONE within a few weeks of each other. They are growing fast, and keeping all the parents hopping. This crew might be trouble!



For Nicole, spending time with her husband and parents means the world to her. The picture on the right is at her parents 53rd wedding anniversary.



Mark was recently honored at the Raymond James National conference as a member of the Chairman's Council. We are so proud of our leader!!!

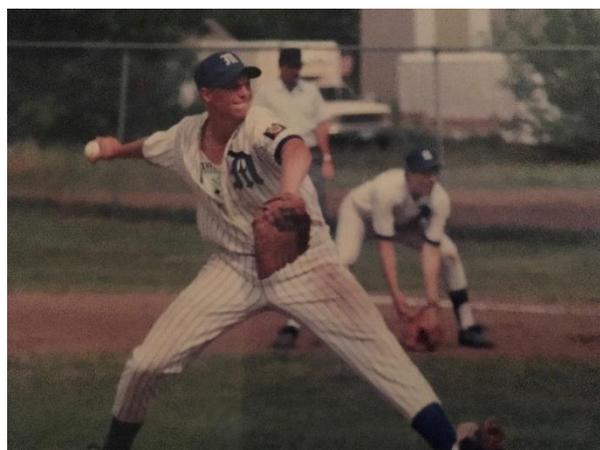




PLAY BALL!!!

By Eric Froberg

This past weekend took me on a trip to Ironwood, Michigan to watch my favorite Marquette Little League All Star Caleb Fries play in the local district tournament. As many of you may know, I have a passion for sports, however America's favorite past time of baseball is among my favorites. I played in many All Star games myself as a young boy and watching over the weekend brought back fond childhood memories. I still to this day remember the pain of serving up the game winning grand slam homerun to be defeated by the Negaunee All Stars at the dusty Ishpeming playgrounds. I'm pretty sure that loss eliminated our team from the tournament. Along with the sheer disappointment that took place on the mound that day, I have nothing but fun filled childhood memories of the Little League All Star Tournament. It was great to rekindle my love of little league baseball and witness the fun the Marquette team had over this past weekend. The Marquette team was victorious in their first two games over Ishpeming and a well-coached local Penokee Range team. They continue play this week in their quest for the local little league district title. The Marquette team has a long, long journey ahead of them, but for those unfamiliar with the Little League World Series and how teams advance to Williamsport, below are some interesting facts on the 72nd annual baseball tournament.



The first Little League Baseball World Series was played in 1947 at Original Field at Memorial Park, Williamsport, PA. Currently, games are played at one of two stadiums. The original Lamade Stadium, which was built in 1959, and can seat more than 40,000 spectators from around the world, or Volunteer Stadium, which was recently built in 2001 when the tournament expanded to 16 teams. Admission to all LLWS games is free and tickets are given away via a lottery system. There are no parking costs and food and drink is priced fairly to make it affordable for all families to attend.

The Little League World Series consists of 16 teams, 8 from the US and eight from other countries around the world. Annual attendance is estimated be over 315,000 spectators over the 2 week, 30 game tournament.

In the Little League World Series tournament, approximately 16,000 games are played in dozens of countries in 45 days which make up the field of 16 teams that compete for the championship.

LLWS teams pay nothing during their stay. All expenses for all teams are paid, including travel, by Little League International. During their stay all teams players and coaches are housed in dormitories on the

complex and food is provided at no charge. They reside in dormitories which are air conditioned, with a recreation hall with TV, video players, a dining facility, ping pong tables, and a junior-Olympic size swimming pool. The goal of the players being housed in dormitories is to allow the players to recreate, have fun, and create camaraderie with other players from around the world.

There are over 90 volunteer umpires who are selected to work. A Little League World Series umpire assignment is the highest honor that can be achieved and is viewed as a once and lifetime experience for those selected. Umpires are allowed to work only once every four years and are paid a \$400 travel stipend.

The 2018 LLWS series kicks off play on Thursday August 16th and concludes on Saturday August, 26th. All games are televised on the ESPN and ABC networks. I'd encourage you all to tune in.

Becoming a DAD by Joe Jeeves



As many of you know my wife Melissa and I welcomed a beautiful baby boy, Nicklas, into our lives last May. This past year has been a big change for our family and cannot be described using just one word. We have experienced joy, happiness, fear, anxiousness, sadness,



and many other emotions that I have never felt quite like this until I became a father. As we celebrated Nicklas' first birthday, I began to reflect on just how much has changed in this past year. From where I stand now, I can no longer clearly remember what life was like without him here. It is easy to get caught up in the stresses and craziness of everyday life. I often have to stop and remind myself of just how fortunate I am to have so many positive influences in my life between family, work family, and friends. As I continue on this journey called parenthood I will continue to lean on Melissa for many of the answers, but ultimately try and set a good example for Nicklas and guide him as much as possible to become a respectful young man, even in times when I won't have all of the answers. For now though, I will focus on being in the moment, on enjoying this new journey, one step at a time.



Your Vision, Our Mission

Let us help you help those you care about. Contact us today.

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