



Dear Reader:

## **Scovan Financial-Mid Year Happenings**

This year the Stock Market has been like riding the Loch Ness Monster roller coaster at Busch Gardens. Every sign of relief as the coaster starts to go up has been quickly erased by the shear panic of the drops. Hopefully, you have not experienced those ups and downs in your life this year as well.

I would like to share with you some of the things that have been happening at Scovan and with me so far this year....

First, you may have noticed that we were available by appointment only on Fridays this summer. I received a lot of remarks about how “nice” it must be to have a three day weekend, so I thought I would share what I have been doing on my Fridays “off.” I have been spending those long weekends working on developing a more systematic process of helping you meet your financial needs. Over the next several months, I hope to get together with you and share some of the services we currently provide--some of which you may be unaware that we offer. I have developed a “roadmap” for all of our advisory (fee based) relationships, to enable me to provide you an additional level of integration between your investments and your personal goals.

Also, I have discovered that some of my clients need or want additional services that they are not getting, so I have worked out a way that allows us to provide those services on an hourly basis. I am very excited about this process and am convinced that it will enable us to better understand your situation and help make sure that your financial well being is in sync with your personal goals and desires.

Secondly, things going down are not always bad. Why would I say that? Well, we have been focused on getting healthier here in the office. Since the first of the year, as a group, we have lost over 90 pounds. Starting in January, we began “The Biggest Loser” competition in the office and the transformations have been wonderful. Susan took the title of Biggest Loser and has lost over 25% of her body weight. I think she looks wonderful, and I know she is feeling better everyday. Whitney, who had

the least to lose, has dropped over 10 pounds. I have lost over 35 pounds myself, almost 15%, but still have another 25 pounds to go.

In the process of our getting healthier theme, I went and had a nuclear stress test at the hospital to check my heart. After getting a false positive saying something was wrong, I had the “privilege” of getting a cardiac catheterization done. That made for a scary few days! I am glad to report that the procedure showed my heart as healthy and nothing wrong, but it did prompt me to begin exercising again. Devan and I added an Elliptical Machine at the house, and I am using it a half hour every morning. Interestingly, the one thing I have discovered in all of this is that losing weight and getting healthier is a lot easier when you have a plan and write things down... just like having a financial plan. I’ve found I have greater success when I keep track on paper and have a well defined goal.

Thirdly, I will be heading to Washington D.C. at the end of August for my annual educational Raymond James National Conference. I am very excited about the opportunity to network with many of my peers and discover what things they may be doing to help their clients. I have found over the years that these conferences always provide a wealth of knowledge and resources that enable me to help you more.

Thank you again for your trust and confidence. I know that the market has been a little scary this year, but please remember that down markets are normal, and corrections are part of a healthy market. They also provide us the opportunity of buying securities “on sale.” If you ever have a question or concern we are only a phone call away.

Sincerely,



Scott A. Koehn  
Financial Advisor, RJFS  
Registered Principal, RJFS

SAK/SFS

P.S. Our annual Report Card is coming out next month! Please take a few moments to share with us what you are happy with, and any areas you think we could improve on in the future. We value your opinion!

P.P.S. We will be holding a seminar on September 10<sup>th</sup>. It will explain how we manage risk and utilize Exchange Traded Funds in our disciplined investment process. I would strongly recommend that you attend this seminar if you would like to get a better understanding of how we utilize Relative Strength in our process.