

Scovan Financial Services, Inc.

An Independent Firm

2014 Goose Creek Rd., Suite 112

Waynesboro, VA 22980

(540) 943-4311

Fax (540) 943-4929

Toll Free (800) 518-2573

Securities offered exclusively through **Raymond James Financial Services, Inc.** Member NASD/SIPC



Dear Reader:

As I write this on the first day of April, the Markets seem to be trying again today to find some footing. As I began saying in early February, after reviewing the technical picture of our markets and factoring in the Fed's actions, I believe that the bottom may be near. Finally, it seems the news is catching up to my forecast, as the Dow is currently up over 300 points for the day.

The speed at which Bear Stearns collapsed, from \$60, to \$30, to \$3 in three days (NYSE.com) is more than enough to get anyone's attention. Investors are scared. Whatever you want to look at—valuation, sentiment, headlines—what we're seeing today is identical, or very close to, what we have witnessed at market bottoms throughout history.

Nobody can say with absolute certainty that we have seen the market bottom. They don't ring a bell to tell us this is it. But bottoms typically occur when the headlines are bad, and make no mistake about it, they are bad. Some scared out of their wits may sell for fear of what may happen tomorrow, and the Warren Buffetts of the world may buy because they see a company that will be worth a whole lot more a decade from today.

Those selling, *after* a substantial decline is behind us, may be more than likely abandoning their well-thought-out plan, constructed when heads were cool. Or they might be betting on heading into a depression. Someone once said, "Try as you might, you cannot reason with fear."

Do whatever you need to relieve the pressure. Turn off CNBC, skip tonight's news and go for a walk. Things can still work out according to plan. Let the Fed do its work. Stay with your plan. I cannot say you will be glad tomorrow that you stayed with your plan. While no one can predict the future, I can say I believe you will be very glad you did when the time comes that really counts.

These high-stress market periods are a test, but we've "been here" before. And we will be again. Experience is a wonderful thing because it gives us the perspective of knowing what approach has worked in the past and what may potentially work in the future.

I'm here to help. Please call me any hour of the day if you need to chat.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott Koehn". The signature is fluid and cursive.

Scott A. Koehn

Financial Advisor, RJFS

Registered Principal, RJFS