

## *April 2021 Newsletter*

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### *Mistry's Musings – Where were you in March 2020?*



Do you remember where you were the week of March 16<sup>th</sup>, 2020? I sure do! With the Fresno County shelter-in-place order about to become in effect, the Portfolio Advisors team was at the office, socially distanced of course, implementing measures to ensure we would all be able to work from home for an extended period of time. Our office already had the ability to work remotely through some technology we had implemented years ago, but things such as forwarding phone calls, the ability to instant message each other, and even handling the mail had to be considered in our new reality.

Another harsh reality was what was happening in the markets! By the end of March, the S&P 500 index had declined by almost 34% in less than five weeks of its market peak on February 19<sup>th</sup> (source: [Market Review 2020](#) by Dimensional. This article is an interesting 6 minute read highlighting how markets reacted to a tumultuous year.) Along with the Dow, this set records for a worst one-day decline in market history. And, this was just the beginning in terms of historical events for 2020...

As I have mentioned to many of my clients, I personally and professionally was feeling the weight of the world in March 2020. We had gone through other moments of crisis, including the 2008/2009 market meltdown, but this was different. We were dealing with a global pandemic and a worldwide market reaction. Worse yet, this time we were faced with a situation that precluded our ability to sit across the table with you!

Our team rose to the occasion and stepped up our communication game with increased phone calls, Zoom meetings, newsletters, alerts, and daily video conference staff meetings. You were patient with us as we navigated through these unprecedented challenges, and our communication with you had never been more important.

**Fast forward to today.** Virtual meetings with our clients and electronic delivery of service forms and reports have become commonplace. Webinars and virtual conferences have enhanced how we grow and learn as a firm, enabling us to broaden and deepen the services we offer to our clients. We continue to evaluate new technology to increase in-office efficiency as well as enhance the client experience.

With all of this change in mind, the constant that remains is serving **YOU**, our clients! We recognize that we are most effective as your financial advisor by maintaining a close personal relationship with you and even a once-in-a-lifetime pandemic (we hope) cannot change that. Technology is meant to enhance, but by no means replace, the deep relationships that we have with all of you. For us as advisors, nothing beats being able to spend time with our clients in person and have those conversations that mean so much to both parties. We want to make sure that you as our clients know how much your relationships mean to us.

Our collective experience and feelings from 2020 are still raw, the battle wounds are still healing, but the fundamental shift that has taken place has reinforced some time-tested lessons. As I write this piece, the S&P 500 Index and Dow Jones Industrial Average continue to be at record highs, and we are seeing a glimpse of returning to a more normal life with the rollout of vaccines and decreasing COVID-19 cases. Once again, we are reminded that having a financial plan that you can live with in good times, and in bad times, is a fundamental cornerstone to our work with you.

We have been through the eye of the storm, and this storm, like those before it, eventually calm. I look forward to witnessing the world come back from all of this, and I look forward to seeing many of you, in person, in our office this year!

Regards,

Tina Mistry, CFP®

Chief Operating Officer & Financial Advisor

P.S. ***We started blogging this year!*** In addition to our quarterly newsletter, we began posting an interesting article on our website twice a month. You can view and/or share our blog posts via email and social media. Click [here](#) to subscribe to our blog!

## ***Aligning Your Investments with Your Values: Environmental, Social & Governance (ESG) Funds***



The results of our Investor Survey in 2020 revealed that many of our clients were curious to know more about ESG investing. ESG stands for environmental, social, and governance. ESG investing is aimed at reflecting your values around environmental sustainability, socially conscious focus, and corporate transparency within the investments that you hold. ESG investing has also captured quite a few headlines in most recent years. Dimensional Fund Advisors offers a comprehensive suite of social and

sustainability mutual funds screening for a variety of criteria while continuing to apply a research-based approach and delivering low-cost solutions. Click [here](#) to learn more about Dimensional's approach and we encourage you to reach out to your financial advisor for more information, including brochures about Dimensional's sustainability and social equity and fixed income fund offerings.

# ***Portfolio Advisors, Inc. Team Profile - Allow me to reintroduce myself...***

## ***Devin Watts, CFP®***

Foreword by Tina Mistry, CFP®

I feel fortunate to say that we have an amazing team here at Portfolio Advisors, Inc. As clients and friends, you may or may not have met all of our team members, and I wanted to take the opportunity in 2021 to introduce (or reintroduce) you to each member of our team. (This article is #1 of a 5-part series. Stay tuned for more Team Profiles in our future newsletters.)

This month, I would like to highlight Devin Watts, CFP®, a 5-year member of our firm, who is rapidly growing a strong skill set as a financial advisor. I recently posed some questions to Devin to allow him the opportunity to share more about himself with all of you. Here we go...

### ***What is your role at Portfolio Advisors, Inc.?***

- My role at Portfolio Advisors Inc. has evolved with most of my time being spent supporting my fellow advisors in the office. As I have developed my knowledge on financial topics, my role has expanded to working with clients as their financial advisor and financial planner.

### ***Why did you choose to become a financial advisor?***

- In my adolescent years, I was given the book titled, ***The Little Blue Book That Beats the Market*** which got my wheels turning toward the topic of investing.
- I think what really grabbed my attention and fueled my desire to pursue financial advising as a career was the Finance 101 course that I took during my undergraduate studies at Fresno State. While taking this class, I was exposed to a broad range of personal finance topics. Since taking that class, my career direction was set and I haven't looked elsewhere.

### ***What do you enjoy most about your work?***

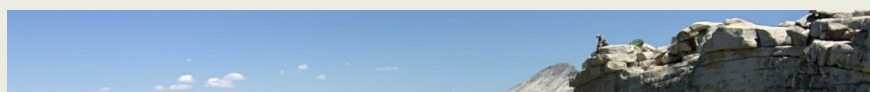
- I most enjoy my work helping clients understand complex financial topics and view their financial progress toward their personal goals. I also enjoy trying to make paperwork less of a headache for clients.

### ***Anything else you would like to share with our audience?***

- Just as my personal finance interest was sparked during my undergraduate studies, one day I hope to pursue a Master's degree and teach the same Finance 101 course that inspired me. I believe everyone should have access to some sort of personal finance education. Who knows? Maybe I will spark someone else's interest to become a financial advisor.

### ***Here are some fun facts about Devin:***

- **Favorite book:** "The Richest Man in Babylon" By George Clason
- **Favorite quote:** "Money is a means to an end. It is a material substance with a spiritual potential for fulfilling a purpose. We must first discover and clarify our meaning and purpose and then we will know with certainty the direction our money must take." – Anonymous - ROL Advisor
- **Favorite place you have traveled:** "The Garden Island" (also known as Kauai, a Hawaiian Island).
- **Hobbies/Interests:** Golfing, Cycling, Snowboarding, and Woodworking.
- **Family:** My bride & I were married on September 2<sup>nd</sup>, 2017. We both grew up in Clovis/Fresno and currently reside in Clovis. We recently adopted our first dog. Our new puppy, Maverick, is a Sheepadoodle.



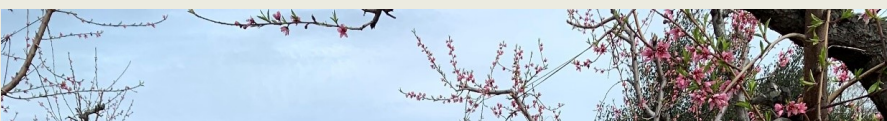
"My wife, Hannah, and I hiked up to the top of Halfdome in July 2020. Checked that off my bucket list!"



my bucket list!



“We love the outdoors and happen to catch this sunset photo before dinner at a marriage retreat up at Hume Lake.”



“Maverick taking a break from his walk along a Clovis trail.”





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