



Dear Client:

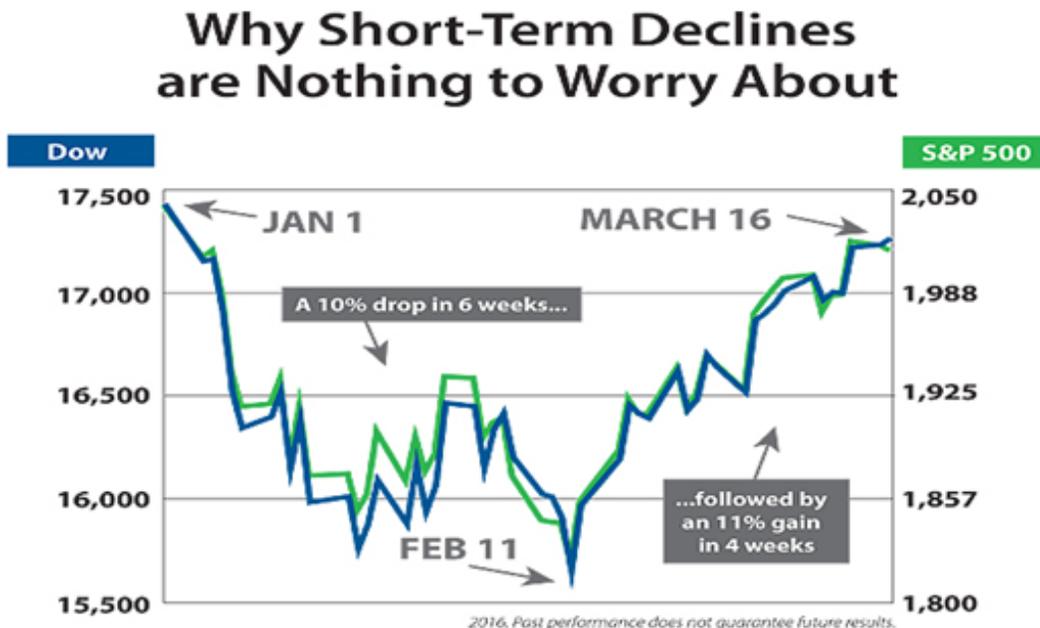
Here's a quick piece of good news – and congratulations!

Usually, I send you a market update when turmoil has caused a noteworthy decline in stock prices – like I did on January 21, 2016 and August 24, 2015. Indeed, during the first six weeks of the year — from January 1 through February 11 — both the Dow Jones Industrial Average and the S&P 500 Stock Index fell 10%. It would be easy for anyone to become anxious in the face of such a swift and large decline.

But you didn't panic. You know short-term market declines occur from time to time, and that they are always temporary. You also know you don't have all your money in the stock market, thanks to EMAP's extensive global diversification (helping to reduce your risk from any market decline), and you also know that our rebalancing strategy helps to capitalize on the volatility that those declines create.

Thanks to your knowledge and understanding, you stayed true to your long-term investment strategy. And you've been rewarded: From February 11 through today, both the DJIA and the S&P 500 rose 11% – thus rising in just four weeks more than what it had fallen during the previous six!

The chart below shows how fast the turnaround occurred!



Of course your individual gains will vary based on the specific asset allocation of your personal EMAP portfolio. (Feel free to contact your Edelman planner about the performance of your account, including comparisons to appropriate benchmarks.)



Congratulations! Because you didn't panic and sell a month ago, your portfolio has returned to a level comparable to where it was at the beginning of the year. Not every investor in the U.S. can be so proud.

Although a mild celebration is in order, we mustn't let ourselves get over confident. Many of the concerns that led to the market's turmoil remain: a slowdown in China's economy, low oil prices, threats of terrorism (and now, Zika), and uncertainty in what everyone agrees is an unprecedented presidential campaign season. So we aren't suggesting that there can't be another market decline. But we are confident that any decline, if and when it comes, will be temporary, just like the decline we saw at the beginning of this year.

It's easy to be willing to invest and stay invested when the market is rising, but it's hard to do so when prices are falling. Yet, that's precisely the key to successful investing! So, this is just a quick note to say you did it, and we're proud of you.

You can be certain that we will continue to monitor the financial markets, and your accounts, closely, and keep you informed. In the meantime, please contact your Edelman planner if you have any questions or concerns.

Additionally, if any of your friends or family struggled with their investment strategy more than you did with yours, please ask them to call us. We're happy to help them too.

Best,

A handwritten signature in black ink, appearing to read "Ric Edelman". The signature is stylized and cursive.

Ric Edelman  
Chairman and CEO

Copyright © 2016 Edelman Financial Services LLC. All Rights Reserved.

Ric Edelman, Chairman and CEO of Edelman Financial Services, LLC, a Registered Investment Advisor, is an Investment Advisor Representative who offers advisory services through EFS and is a Registered Representative and Registered Principal of, and offers securities through, Sanders Morris Harris LLC, an affiliated broker/dealer, member FINRA/SIPC.

Diversification does not assure or guarantee better performance and cannot eliminate the risk of investment losses. There are no guarantees that a diversified portfolio will outperform a non-diversified portfolio.

An index is a portfolio of specific securities such as the Dow Jones Industrial Average and the S&P 500 Stock Index performance of which is often used as a benchmark in judging the relative performance of certain asset classes. Indexes are unmanaged portfolios and investors cannot invest directly in an index. Past performance does not guarantee future results.

You are receiving this email because, as a client of Edelman Financial Services LLC, regulations require we communicate this information to you. If you would like to manage your email preferences, please contact your advisor.

This message was sent by Edelman Financial Services LLC - 4000 Legato Road, 9th Floor, Fairfax, VA 22033-4055 - (888) 752-6742