

**FINANCIAL SECURITY**  
**PLANNING SERVICES, INC.™**



## A Time to Give Thanks

November 20, 2018

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**A time to be with those close to us, to think of those who can't be with us, and to show gratitude for all that we have. Thank you for trusting us to help guide your financial future.**

With the terrible fires and poor air quality, I hope you and your family and friends are all safe and well. If you know of anyone who has lost their home or business due to the California fires, I have information that may be of help to them.

I am deeply grateful for the opportunity to know and work with you and your family. It is an honor and a privilege every day to watch and support the evolution of financial lives. Your personal and professional growth and success, as well as any struggles and challenges, inspire and spur me on to offer the best

advice and service that my staff and I can provide. Whether you have been working with me for the last few months, few years, or for the last 29 years that I've worked as a financial advisor, our relationship means a great deal to me and my staff.

I am expanding our capacity to work with the next generation of families and friends. I continue to work by referral only, as I have always put your friends and families first. I prefer to develop new client relationships that are built on existing relationships. I enjoy the challenges and rewards of intergenerational planning, and can see much more of this kind of work on the horizon.

My staff and I deeply appreciate the continuing opportunity to work with you. Please let me know if you have any questions or requests. Thank you.

Sincerely,

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