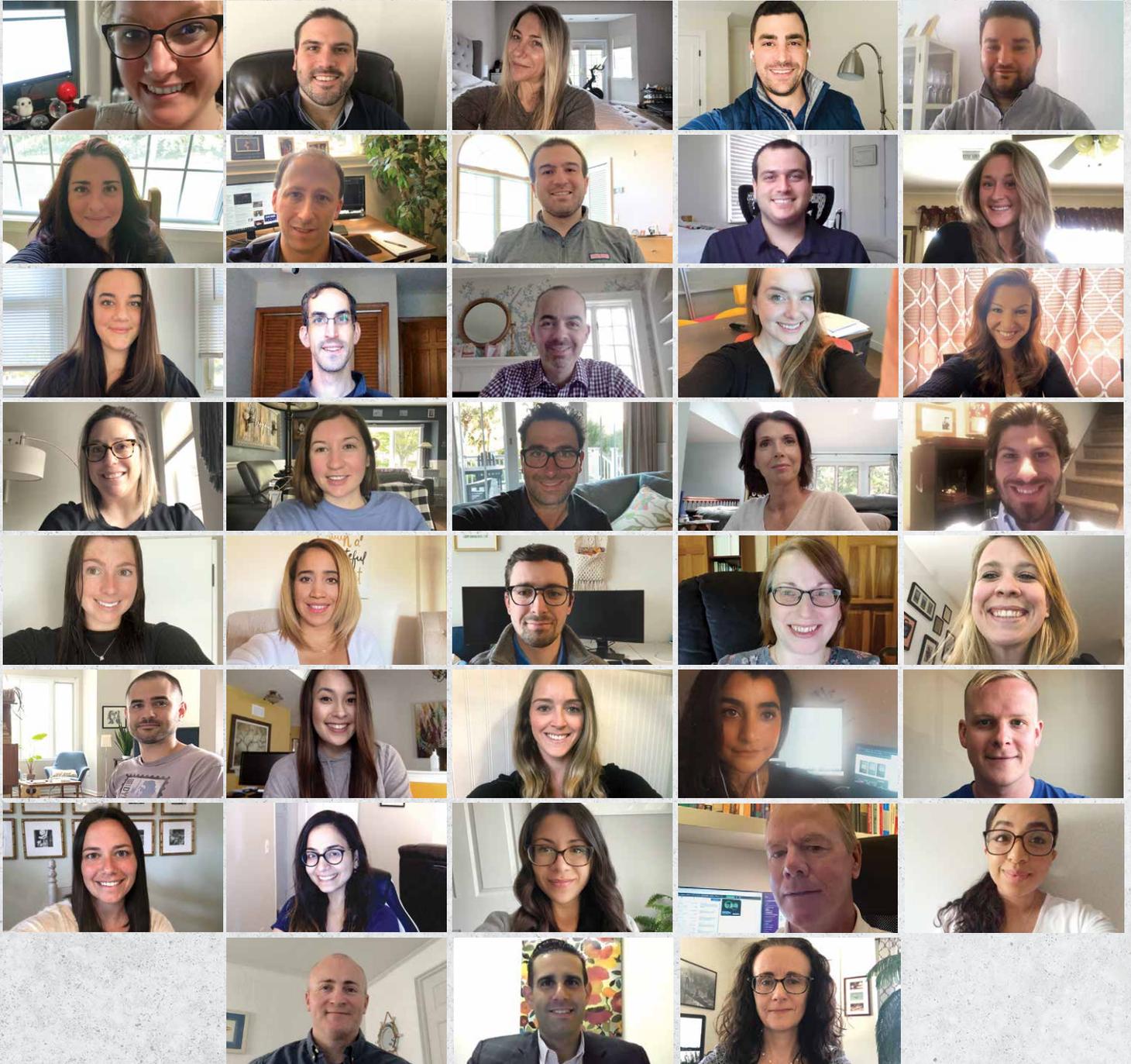


WELLSPRING

OUR INITIATIVE TO KEEP YOU IN THE KNOW



Exceptional Service
UNINTERRUPTED

GMADVISORYGROUP.COM

"Happiness and freedom begin with a clear understanding of one principle: Some things are within our control, and some things are not. It is only after you have faced up to this fundamental rule and learned to distinguish between what you can and can't control that inner tranquility and outer effectiveness become possible."

—Epictetus, *The Art of Living*



Dear Friends,

I know that I speak for the entire GM Advisory Group team when I say that we sincerely hope that you and your family are healthy, safe, and secure during these unprecedented times.

In my view, the first half of 2020 has shown the importance of providing the type of service that puts relationships first. The relationships that we have built with each of you have allowed us to respond quickly yet prudently to the turbulence of the past months. More than that, our closeness has helped us to better understand your specific needs and provide assistance with whatever you may be experiencing beyond just your financial lives. The strength of our relationships has made all the difference in how we have been able to weather the storm.

Thanks to recent updates to our technical systems and our team's hard work, our service continued without interruption as we transitioned to remote working for the safety of our staff and clients. Although these months have brought extraordinary challenges, they have also been a motivator for the entire GMAG team. This period of rapid change has made us even more committed to looking for new ways of working that bring you peace of mind and integrated service.

As the economy begins to reopen, the new normal might bear some resemblance to what we knew before, but it will certainly not be the same. Be assured that we're using this moment in time to think about how we can do even more to help you adapt to what may still be around the corner. As your specific needs shift with the ebbs and flows of the economic environment, we'll draw on our collective adaptability, agility, resilience—and the strength of our relationships—to work with you to meet those needs.

I am grateful for your continued support and the trust you place in my team. Please do not hesitate to reach out—to your team or to me directly—to let us know how things are going or how we can help.

All my best,

Frank P. Marzano

FRANK P. MARZANO, CFP®, CPA
MANAGING PRINCIPAL



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OUR PROMISE

To show up for our clients every day and always respect and appreciate their trust and confidence.

OUR CORE VALUES DRIVE OUR CULTURE

Responsible Relationships

We treat our clients the way we want to be treated. We uphold the pillars of a strong relationship: we actively listen, ask the right questions, offer trusted advice, communicate with transparency, and consistently show up personally and professionally.

Collective Intelligence

We actively promote the expansion of our knowledge, recognizing that investing in the professional growth of our team members provides value to our clients. We continually seek out new ways to build our in-house capabilities and our integrated network of professionals in service to the goal of seamlessly tailored financial planning and advice.

Service Innovation

To deliver the highest level of personalized service, we continually deepen our understanding of what works best for our clients. We strive to exceed what anyone might expect of a leading wealth management firm by investing in technology and seeking out new ways to improve the client experience.

Performance Accountability

We bring innovative thinking to our disciplined investing framework and all of our services in order to pursue the specific goals that each client defines. By prioritizing results, our approach aims to promote client confidence through unpredictable markets and support their goals of creating and preserving wealth for future generations.

"When we're doing our jobs and serving our clients well, that puts us at ease—so maintaining a dialogue with our clients and knowing that we're bringing them peace of mind in these uncertain times gives us comfort."

— **Frank P. Marzano**, excerpted from Financial Advisor IQ, a Financial Times Company (June 3, 2020)

Working with

450+

UHNW Individuals,
Households,
Family Offices,
and Businesses

\$2.5B+

Assets Under
Management*

*Assets under management include assets associated with our management of clients securities portfolios on a discretionary and non-discretionary basis as well as assets associated with our financial planning and consulting activities, which may include family office services, bookkeeping and bill pay services, budgeting and cash flow analysis and projections, and tax and estate planning review and advice.

RECOGNITION

BARRON'S

Barron's Top 100 Independent
Financial Advisors in 2019

Barron's Top 1200 Financial
Advisors in the US 2019

Forbes

2019-2020
Forbes Best-In-State
Wealth Advisor

FT
FINANCIAL
TIMES

FT 300 Top
Registered Investment
Advisors (RIAs) 2019



FA Top 50 Fastest
Growing RIAs 2019

FA Top Registered
Investment Advisors
(RIAs) 2019

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GoodWorks

Our Ongoing Commitment to Community

In times like these, it is more important than ever to give back to the community. The GMAG team has been busy helping not only our valued clients but also our communities.



HOSPICE HOUSE IN NORTHPORT VIRTUAL 5K

In May, GMAG team members celebrated our medical heroes for National Nurses Week by participating in a virtual 5K to benefit Hospice House in East Northport, NY. The workday ended early with a remote, group stretching session over Zoom. Afterward, team members ran, jogged, and walked in their neighborhoods, on trails, and on treadmills, raising funds to support frontline workers and medical care staff.



HUNTINGTON HOSPITAL COVID-19 EMERGENCY FUND

GMAG donated directly to the Huntington Hospital COVID-19 Emergency Fund to provide critical support to the frontline health-care workers who are putting themselves at grave risk each day to protect us.

Our donation helped fund additional financial compensation, mental health services, temporary housing, childcare, meals, and transportation for Huntington Hospital healthcare workers, in addition to supporting specialized sites for rapid point-of-care testing and the advancement of new treatments and therapies through research and accelerated trials.



The GMAG team honors and appreciates the dedication and sacrifice of our frontline heroes and essential workers.



THE FUTURE OF WORK

How GMAG's Digital Foundation
Helped Level Up Our Service

During these difficult times, GM Advisory Group has not only continued to serve our valued clients, but has also accelerated the rollout of our digital initiatives. As part of our commitment to excellence, GMAG is leveraging systems of intelligence to empower our clients with the information they need in a fast-paced world.

GMAG has always had a strong focus on utilizing the latest digital platforms and technologies to serve our clients. Over the past few years, that commitment turned into a company-wide shift resulting in a complete digital transformation. Although the launch of our mobile deposit and e-signature platforms was months in the making, GMAG's adaptable team launched new initiatives to provide the latest information to our clients, like our online U.S. Stimulus Package Guide.

GMAG quickly made the decision to pivot to remote work to protect the health and safety of both our clients and the team. Our team has worked harder than ever to ensure that we absorb any friction from the ongoing crisis—operating at full capacity to give our clients peace of mind in these challenging times.



Sue Cheema
Systems Administrator



Cynthia Stolpe
Reporting Analyst

IN-HOUSE SPECIALISTS

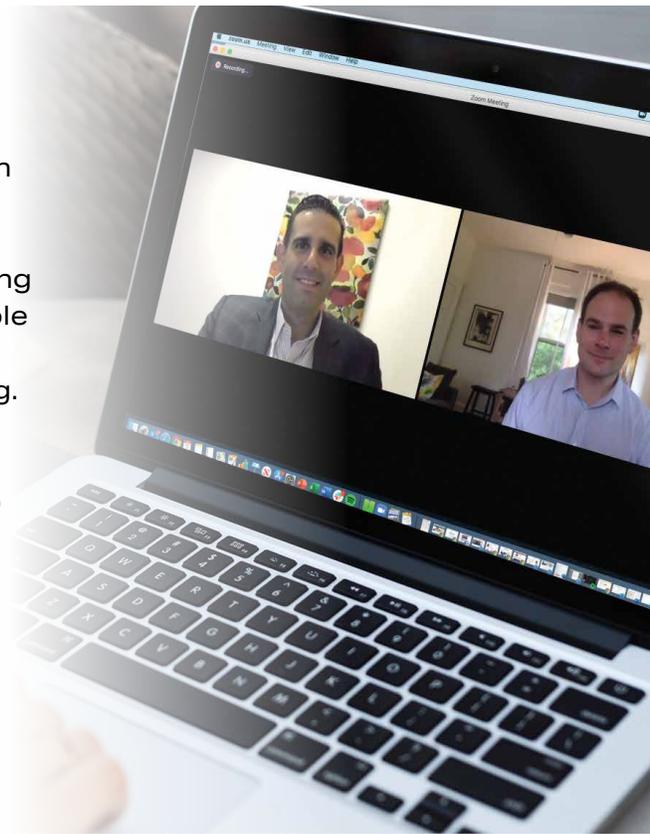
Systems Administrator, Sue Cheema and Reporting Analyst, Cynthia Stolpe are leading our team in adopting new technologies by providing in-house expertise and best practices.

BUILDING COLLECTIVE INTELLIGENCE

We have designed an infrastructure that integrates documents and data from multiple sources fast and efficiently, allowing our team to perform at its peak. The implementation of our digital platform has enabled a seamless combination of information gathering and creativity. Additionally, it facilitates the sharing of data across all of our departments for ultimate collaboration.

REMOTE AND RELIABLE

The groundwork had been laid for a rapid shift to "work from wherever." Multiple video conferencing tools were already available to our team so they could use Zoom or GoToMeeting. Remote VPNs and cloud business applications enabled secure access to critical documents, data, and analysis platforms, powered by automation, mobility, and systems integration.



There's an app for that!

CUSTOM-BUILT APP FOR YOUR NEEDS

We are rolling out a custom, mobile portal to provide our clients with immediate access to key information and tools, as well as their most important documents, securely and conveniently, anywhere you go. The increased synergy enabled by our ongoing digital transformation has "leveled up" our service.

STAY TUNED FOR MORE INFORMATION



A V I R T U A L C H A T

with Future Financial Advisors

Stephen Raneri's Webinar
with Students from
The College of Charleston



STEPHEN RANERI
Chief Investment Officer

Last year, GMAG was proud to partner with *Barron's* and the College of Charleston's School of Business. The two-year partnership gives students and faculty access to the latest investing news, industry-specific opinions, and financial data, including digital access to *Barron's* content, weekly newsletters, webinars, guest speaker events, and mentorship opportunities.

Recently, GMAG's Chief Investment Officer Stephen Raneri led a virtual seminar to discuss topics that are top of mind for business students in the current marketplace: careers, investing, technology, and more.

Steve gave a much-needed perspective on current market and world events, as well as insight into the exciting career path of wealth advisors. In particular, business students were interested

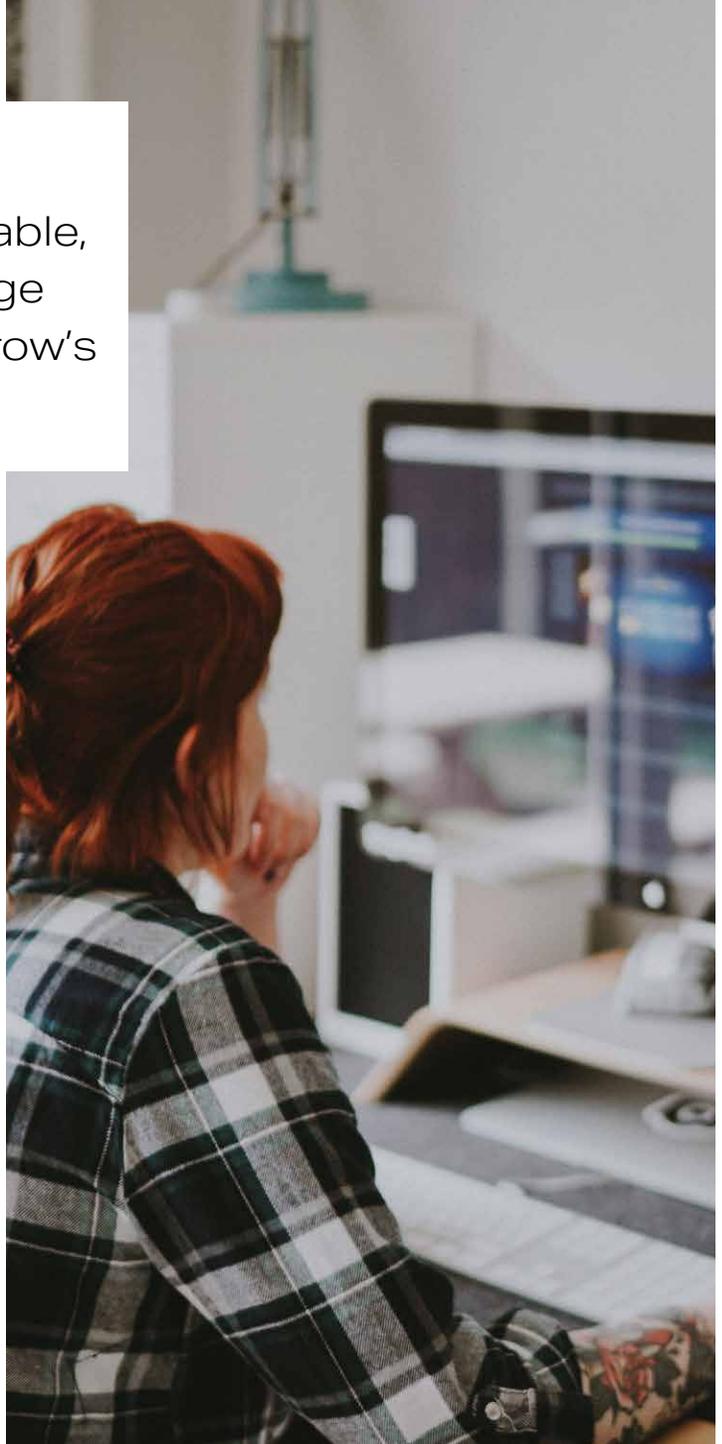
“Their innate understanding of technology makes them adaptable, putting them on the cutting edge of whatever innovations tomorrow’s companies require.”

—Stephen Raneri, Chief Investment Officer

in trending and forward-thinking investment philosophies such as social impact investing.

Although the current times are difficult, Steve assured the students that there is a light at the end of the tunnel. Today’s students will graduate with a big marketplace advantage, he said. Their innate understanding of technology makes them adaptable, putting them on the cutting edge of whatever innovations tomorrow’s companies require.

As part of our NextGen initiative, GMAG invests in our relationship with students and faculty at the College of Charleston. The GMAG team continues to support students by giving them the tools, resources, and information they need to enter adulthood, thrive in the workforce, and establish healthy finances.



GMAG sponsors partnership between *Barron's* and the College of Charleston's School of Business.

GMAG has strengthened its commitment to developing the next generation of leaders in finance and business by sponsoring a partnership between the College of Charleston's School of Business and *Barron's*, a sister publication to the *Wall Street Journal* published by Dow Jones & Company. The two-year partnership, run through the *Barron's* in Education program, will provide faculty and students at the School of Business with a set of resources—including digital access to *Barron's* content, weekly newsletters, and webinars along with guest speaker events and mentorship opportunities—that will help them expand their industry-specific knowledge, skills, and experience.



SMALL BUSINESS SPOTLIGHT:

In Conversation with Charles Scarallo & Andrew Whitehouse

In Small Business Spotlight, GMAG wealth strategist and small business advisor Charles Scarallo sits down with a variety of experts to talk all things entrepreneurship and financial health.

Charles Scarallo, CFP®, CPA, Wealth Strategist
Andrew Whitehouse, Founder, Copperfield Advisory

In this first edition, Charles invited Andrew Whitehouse, GMAG client and founder of the Manhattan-based strategic communications consultancy Copperfield Advisory, to lead a Q&A focused on financial wellness in the COVID-19 era.

Andrew: So, Charles. As the founder of a business with around a dozen employees in New York City, I'm spending a lot of my time at the moment thinking about how best we, as a small business, can navigate these extraordinarily difficult times as effectively as possible. My guess is that you're hearing these concerns from all sorts of clients. How do you approach your role as an advisor in this particular moment in time?

Charles: Of course. This has been unprecedented, and many businesses have really felt the impact of this pandemic. We've been proactively reaching out to clients in general, and we just spend a lot of time with them—talking about their investments, their

overall financial situation, their businesses, what's going on and what's the outlook, what they could be doing in this current environment to take advantage of things like the PPP and changing tax laws. We're advising them from a high level on staffing, and what we're seeing.

We also help clients understand how decisions in their business impact personal finance—the interplay there is huge, especially for closely held businesses. It's kind of one and the same; their business is just an extension of them. So, we look at how any strategy applied to their business impacts their personal finances: what they're doing, retirement planning and tax planning, all those things.

A: One of the things that's hardest about starting a business is thinking beyond what might happen over the next days or weeks, particularly in a situation of crisis like the one that we've been in. It's easy to think day-to-day and not long term, either for the business or for yourself. Do you have advice for business owners in this moment on how they should be trying to make room in their planning to think about the long term?

C: In these moments, my team tries to come proactively with ideas to frame longer-term strategies, whether it be refinancing debt to all-time interest rate lows or succession planning for potentially generational businesses. This has been an unbelievable time to take advantage of the really high estate tax exemption. Your business could potentially get a lower valuation for transfer tax purposes because it's been hit by the coronavirus. Hopefully it's going to come back and really appreciate greatly, but we can move assets a lot more efficiently in an environment like this, and the low interest rates play into that as well. And then we're just continuing to work with clients to build that diversified portfolio outside of their businesses.

A: So people are looking at you and the team at GMAG to prompt them to do things that may not be urgent priorities, but are still critically important.

C: Exactly, and when clients want to implement these planning strategies, we're ready to perform the considerable work that goes into that. If we're refinancing debt, for example, you need to shop mortgages, you need to

shop rates, you need to make banks compete against one another. These things take time. We take a lot of that pressure off our clients and we make sure it's in the client's best interest at all times. Then, we have deep, deep relationships with accountants, attorneys, and insurance professionals that we're able to leverage to build a cohesive team and lead them while you're dealing with your day-to-day.

A: It makes a big difference, Charles, people knowing they can call on you for the advice they need at this particular moment. And also

knowing that the team at GMAG is on their side—that it's not just technical planning and making sure that everything is arranged from an operational perspective, but also having the emotional and personal support.

C: Absolutely. We have such deep relationships with our clients, and this is one of those times that they need us the most. They know that we're always going to be there and that we're going to show up for them.

A: A feature of my experience of getting to know GMAG well has been that sense that you guys are always listening closely to what is happening with your clients. What are some of the things that you've been hearing over the last few months that are different and that you're working more to help clients get their arms around?

C: I'm hearing a lot of the same: there's been so much uncertainty. And that scares most people. For us, it's all about adaptation and how we're going to adapt to the new environment and just having a lot of conversations around that.

“We have such deep relationships with our clients, and this is one of those times that they need us the most.”

—Charles Scarallo, Wealth Strategist



KEEPING US CONNECTED

When Communication Became Everything

Danielle Siano

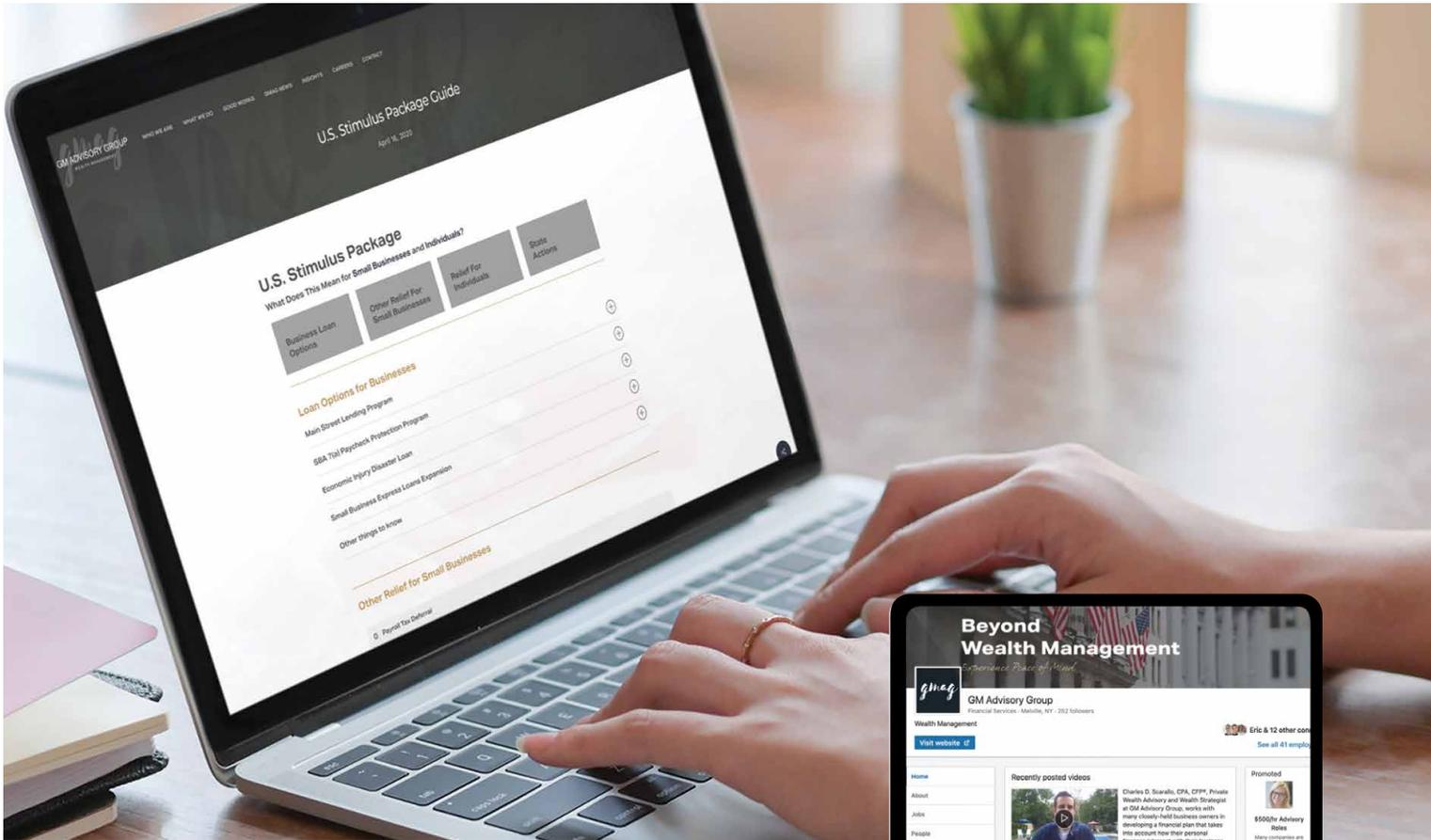
Marketing and Communications Manager

Over the past few months, our team at GM Advisory Group has been charting a course through an environment filled with information overload and tremendous uncertainty. Our desire for honest, transparent communication that helps us and you, our valued clients, cut through the noise and make sense of the world led us to invest in a deliberate strategy for ramping up our communication efforts to keep you informed.

Personally, as GM Advisory Group's Marketing & Communications Manager, I felt a sense of responsibility to show up for our community of employees and clients as the COVID-19 crisis has unfolded. I am driven by what I consider the tenets of great leadership in times of crisis—being proactive, communicating truthfully and clearly, and engaging in dialogue.

As a result of our expanded communication efforts, you may have noticed an increase in updates across a variety of platforms, such as our social channels and GMAG WellSpring. With the help of your team of wealth advisors and in-house researchers, we continue to actively monitor the markets and provide customized guidance in areas including cash flows, tax and estate planning, and risk management. All of which are aimed toward helping you achieve your financial and life goals.

You also may have noticed some changes to the way we describe our services and the GMAG client experience on our website and in other materials. This is best illustrated by our dedicated web page for the US stimulus package, an initiative we prioritized based on what we heard from you as well as the industry. These updates—and additional updates to come—are all aimed at



connecting with you in the most clear and direct way possible to bring you peace of mind.

This issue of WellSpring combines the past, present, and future of GMAG. We offer you a behind-the-scenes look at what we are doing to enhance our service offering and a chance to get to know some members of our team. In addition, we strive to be a valuable resource by sharing relevant information that goes beyond your portfolio.

In the meantime, we would love to hear from you regarding questions or concerns or topics that you would like to learn more about, which we will plan to include in our upcoming issue of the magazine. You can write to us at wellspring@gmadvisorygroup.com.

Danielle Siano is the Marketing and Communications Manager for GM Advisory Group. Her work shapes the firm's brand, reputation, and storytelling across all platforms, spanning internal and external engagement and key initiatives such as WellSpring and Good Works.

ASK YOUR CRM CLIENT RELATIONSHIP MANAGER FAQs

Our teams are in constant contact with you, our clients, as well as with other subject matter experts and each other. In our Frequently Asked Questions (FAQ) section, team members share their perspectives in response to popular questions and emerging trends.



Patrick Wren
Senior Client
Relationship Manager

Are the gift and estate tax laws going to change after the election? Should I be making gifts to a trust now?

No one knows what changes, if any, will be made to gift and estate tax laws after the coming elections. Even with that uncertainty, you can still make effective planning decisions after considering your personal financial situation and the current tax law environment. The current gift and estate tax exemption limits are historically high, which provides an opportunity to make sizeable lifetime gifts that can provide significant estate tax savings for your family. These limits are scheduled to sunset in 2025, but could be greatly reduced with a change in law by a new administration in Washington in the coming years. If you have been thinking about making lifetime gifts to a trust, now is an opportune time to explore your options with your financial advisor.



Frank J. Lavrigata, CFP®
Director of Portfolio
Management

How can I prepare for higher tax rates?

With unanticipated expenses hitting fiscal budgets, income taxes have been a common topic on clients' minds. It impacts clients of all tax brackets. The likelihood has increased that both federal and state tax rates will go higher next year. GMAG will always aim to be proactive with bringing ideas directly to clients; however, there are wide-ranging possibilities based on your personal circumstances, which include considering Roth IRA conversions, accelerating charitable contributions, and claiming residency in a new state. Please contact your service team to learn more.



Danielle Paganuzzi
Senior Client
Relationship Manager

What steps should I take if I believe my identity has been stolen?

Unfortunately, this is a common issue that arises. We want our clients to know that we can help them navigate this situation. If you become a victim of identity theft, here are the steps to take:

1. Call your GMAG Client Relationship Manager.
2. Run your credit history and review all open accounts.
3. Hire a service such as LifeLock that can monitor your credit.
4. In more severe cases you can lock your credit. This is also known as a security freeze. This lets you restrict access to your credit report, which makes it more difficult for identity thieves to open new accounts in your name.



3 REASONS

WHY NOW IS THE TIME TO ADDRESS YOUR ESTATE PLANNING

Chris Castellano, CFP®, CPA, Wealth Strategist

The COVID-19 pandemic has been a very humbling and challenging time for many of us. Yet it may be a sensible time to engage in estate planning, not only because the pandemic has shown the importance of personal planning, but also because reduced asset values and historically low interest rates enhance the ability to engage in cost-effective wealth transfers.

The combination of favorable estate and gift tax laws, historically low interest rates, and depreciated asset values presents a trifecta of estate planning opportunities. However, the “party” won’t last forever, and we could see significant changes depending on the results of the 2020 elections.

Here are three reasons why you should address your estate planning now:

1

High Estate Tax Rates

The federal estate tax rate is 40% and some states have estate tax rates that are as high as 20%. It is highly unlikely that we will see these rates decline in the near (or maybe even distant) future. With the deficits created by the U.S. stimulus package and the highest unemployment levels since the Great Depression, at best the rates are likely to stay the same and could potentially go higher.

2

Favorable Estate and Gift Tax Laws

The federal estate tax exemption is currently \$11.58M, the highest it has ever been. Under current tax law, the exemption is set to go back down to around \$5M in 2026. We could see this change as early as next year following the results of this year's elections. You can take advantage of the benefits currently available by gifting your exemption now.

3

Current Economic Environment— Low Interest Rates, Depreciated Asset Values

Assets that have declined in value but are expected to recover (such as a business that has been impacted by COVID-19) could be good candidates for gifting. Historically low interest rates have also made estate "freeze" strategies such as Grantor Retained Annuity Trusts (GRATs) and loans to trusts very attractive. Using these strategies to remove appreciation from your estate can save a substantial amount of estate taxes.

GMAG's Wealth Strategies Team is dedicated to helping our clients align their wishes and intentions with minimizing their potential tax burdens. Please reach out to your GMAG team if you would like to talk about estate planning strategies to efficiently transfer your wealth to the next generation.



Watch this video on estate planning with Chris Castellano, CFP®, CPA and our full video series on LinkedIn and Instagram to learn more.

GMAG NOW

Featuring Charles Scarallo, CFP®, CPA;
Frank Lavrigata, CFP®; and
Chris Castellano, CFP®, CPA

We have created a video series featuring our top advisors to keep you informed on relevant topics and information that may affect you. You will find new videos weekly on our social channels. We'll see you there!

WATCH ON:



GMAG Book Club

What we're reading



Frank P. Marzano, Founder and Managing Principal recommends:

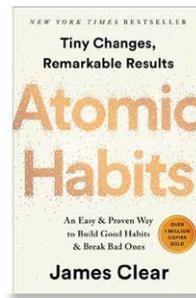
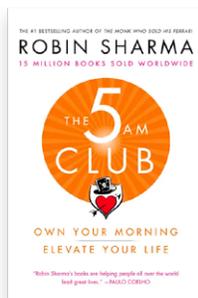
The Daily Stoic

366 Meditations on Wisdom, Perseverance, and the Art of Living
by **Ryan Holiday** and **Stephen Hanselman**

The stoics based their work on a course of exercises in three critical disciplines: the discipline of perception, the discipline of action, and the discipline of will.

In stoic philosophy, the most important practice is knowing the difference between what we can change and what we do not have control over. *The Daily Stoic* is a great read for those who are looking for inspiration to take more action and for people who are seeking strategies to deal with life's challenges.

Previously Recommended Reading



GMAG Podcast Club

What we're listening to

Barron's Advisor

The Way Forward

Insights from top advisors and industry standouts on managing wealth, leading through crisis and planning for the future.



Check out the episode where Frank Marzano and Stephen Raneri discuss the markets, investment opportunities and how GMAG is leading through crisis.



How I Built This

with Guy Raz

Guy Raz dives into the stories behind some of the world's best known companies. *How I Built This* weaves a narrative journey about innovators, entrepreneurs, and idealists—and the movements they built.

wellspring

GMAG's Wellspring
keeps you in the know.

A NEWS SOURCE

brought to you by GMAG

GMAG's hand-curated lineup of quality content is designed to keep you abreast of the latest news and ideas, including exclusive content from our team and pieces written by other thought leaders on topics that matter.

We continuously strive to deliver innovative services and value beyond what you would expect of a traditional wealth management firm. Whatever your goals, you will find fresh thinking and unique perspectives selected just for you.

Topics Include:

Markets

Family

Taxes

Personal Finance

Technology

Trending Topics

And More

To connect with Wellspring, visit us at
wellspring.gmadvisorygroup.com

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400 BROADHOLLOW ROAD
SUITE 301
MELVILLE, NY 11747

477 MADISON AVE
22ND FLOOR
NEW YORK, NY 10022