



July 8, 2010

To Our Clients and Friends:

This letter is simply to report to you a personal tragedy my family has experienced this past year, and how we have handled it in our offices. Life for me is returning to an entirely new normal.

One year and one month ago today, my family unknowingly began a difficult journey. My wife Rosie was fairly ill, and we were told it was pneumonia. In August she was suffering from lung cancer, and it was stage IV. Rosie was a lifetime non-smoker. We were told at that time that Rosie may have only 3 to 6 months to live. Initially it appeared that Rosie might beat the odds and perhaps beat the cancer for a time, but as anyone who has been touched by cancer knows, it is a roller coaster ride of health, illness and emotional upheaval which may end at any time, but feels as though it will never end. One month ago today, on June 8th, Rosie died of her illness, at home, peacefully. This has left me a single dad (or as I have learned from others in a similar role, a 'double parent') for our three daughters, ages 15, 13, & 8. It will be a challenge for me, I relied entirely upon Rosie for guidance and the majority of the home and child rearing duties.

This past year, has been a life and perspective changing experience. I have lived a lifetime in it. There have been blessings as well as trials. There have been lessons daily. There have been hours and days on end through which to reflect. It has given me time to think deeply not only about personal issues but also about the nature of the planning recommendations we make to those of you who do or will utilize our planning services. Most of my recommendations will not change but some have, and my personal experience using many of the contingency and risk management techniques and products we have always recommended, has made the need of them far more tangible to me. This will make it possible for me to tailor our recommendations for you and communicate the value of specific techniques to you far more clearly.

My regular hours in the office the next two years will be curtailed some until my youngest gets to middle school. Fortunately, in February of this year we were very pleased to add Trevore Meyer to our team. He came to us a summer ago as an intern after seeing me speak the prior fall at the National Financial Planning Association Forum in Boston MA. He was persistent and patient in hounding me for that position and was equally patient in our process of vetting him for a permanent position. His patience paid off, when after extensive testing and profiling we were finally able to conclude that he was NOT too much like me to be a good fit after all! His role is first to assist in our planning activities and second to learn and provide back up for our investment operations. His efforts have already proven valuable. Trevore graduated from Virginia Tech with a degree in Agricultural & Applied Economics with a Specialty in Financial Planning. One of the top two financial planning specialty programs in the country. In addition, he just passed the Certified Financial Planner™ comprehensive exam on his first try, something less than 50% of CFP® candidates are able to achieve. Trevore will not be eligible to receive the CFP® designation until he has completed three years of experience in our field, by which time I intend for Trevore to be, at least technically, a top-notch financial planner. He will still be young, but he is already far more level headed than I was at his age! I believe his experience being so close to my



family in such a difficult time will gain him a significant level of maturity as a planner, a level that would otherwise take decades of client experiences. Trevore has been a great help and has spent far more hours than I could have asked him to, as times became more and more trying for Rosie, my family and me. He has my thanks.

I also could not have gotten through the last year so well without Susan. She has maintained our office operations and hundreds of disparate details required to keep it and me functional. In addition, Rosie and Susan were fast friends since college, long before I came into Rosie's life. This has been a great personal loss for Susan as well. Susan asked me on that first day, "what can I do to help", I asked her to handle the administrative operations as independently as possible, to assist in ensuring I could work well with the office remotely, so I could focus on Rosie. She did so, putting in long hours and seeing Rosie much less than I know she would have liked, just so that I could be with her instead. Rosie put up with this sacrifice as well, knowing how important this was to you and me. Both Rosie and Susan are tremendous examples of the thoughtful and selfless people I have found myself surrounded and cared for by. Susan also has my great thanks.

Paul, as the head of our investment operations truly sits at the heart of what we do for you. Six and one-half years ago he came to us with no experience in securities as investments specifically. With an excellent education including Bachelors & Masters Degrees, in Accounting, and experience in analyzing financial contracts and company financials, I knew he would be good at it, and he is. He has since completed 2/3's of the Chartered Financial Analyst Certification, the pre-eminent certification for investment analysts worldwide. I liked Paul very much from the start when we met and I hired him after just one interview. He has not only kept our investment operations running without a hitch he has also been able to keep me fully informed and prepared to make the critical decisions with him, and up to speed on developments in the markets and among our hired managers. It has been unusual that this recession has been so slow in turning into a recovery, and because of that, the strategies we put in place to gain returns and control risk during a recession have continued to work well. This has not been easy on Paul either as we are a close knit group, he has experienced the personal loss as well, and has taken on far more than our investment operations, including running out for equipment and delivering it to my home so I could keep working from there, and putting in countless extra hours staying on top of your accounts, and our portfolios, and far more to keep RFG working as smoothly as ever. Paul also has my great thanks.

There is no way that any of these three great people could have done over the last year or months what they did without the others. Each dropped everything to help the others wherever and whenever needed. No one ever said "not my job". I was told often, 'we've got it Ben', and they did have it and they proved to me over and over.

I couldn't be more proud of our little firm, of Paul, Susan, and Trevore as human beings and as team members, of the organizational procedures we put in place to ensure that things will run smoothly in spite of any single person's personal difficulties. I couldn't be happier about the investment and planning advice we have given over the years, most of which has changed little, because both in our corporate planning and in my personal financial planning, many of those recommendations were well tested in the experience and passed their tests. I couldn't be more proud of my wife Rosie, because it was the



person she was, who inspired the many friends and strangers who helped us in big and little ways along this journey. I couldn't be more proud of our children who learned and lived what Rosie and I taught them. Rosie and I both, thankfully, got to see that what we taught had been learned, and that it was right, and that it was good for them. They have been incredible young people through this. It is my very deep honor and privilege to consider myself the leader of this team that has cared so well for you, me and the firm which takes care of all of us even in such terrible circumstances.

I just turned 50 in May. I am entering the second half of my life, and the last third of my career, full of energy, gratitude, and a good bit more love, wisdom, understanding, and humility than I thought even existed during the first half of my life. I am certain this will serve you well as our client. It continues to be our honor and a privilege to be your investment advisor, 401(k) account manager, financial planner or wealth manager as the case may be. When you get the chance, thank Trevore, Susan, and Paul for their extra efforts on your and my behalf. I would be grateful.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ben', written over the word 'Sincerely,'.

Benjamin G Baldwin III CFP[®], ChFC
President