

1st Quarter Recap

Rod Kamps, CFP®

1st Quarter 2017 Recap

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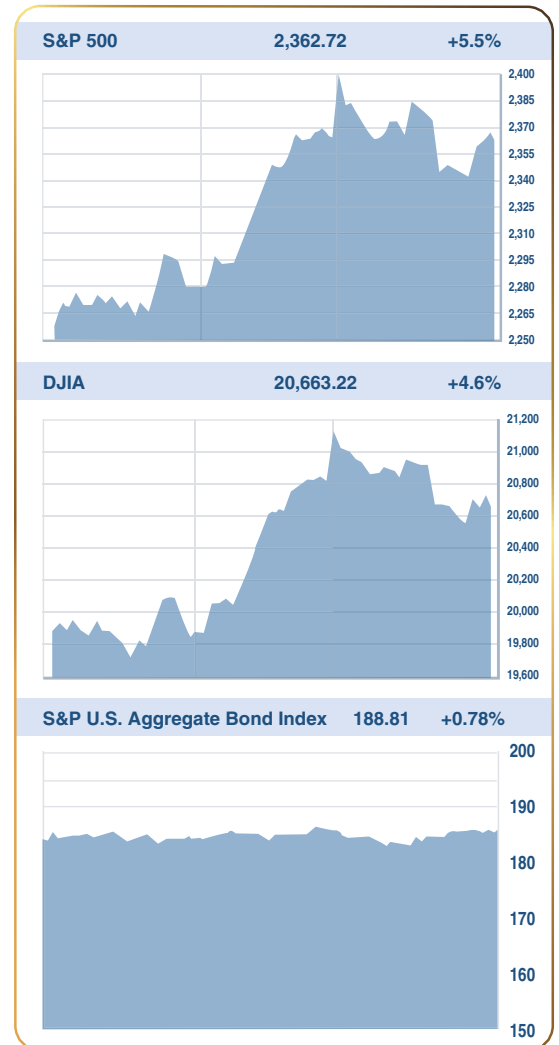
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The first quarter of 2017 was a confusing but healthy one for investors. Led by the technology sector, which did very little after the election, equities started the year with very strong gains. Despite backing off of all-time highs, the Dow Jones Industrial Average (DJIA) rose 4.6% to close at 20,663, marking its sixth straight quarter of gains. The other major index, the Standard and Poor's (S&P) 500 Index gained 5.5% for the quarter. Quarter one of 2017 ranks as the third best start to a year in the last ten years, behind both 2012 and 2013. (Source: *Barron's* 4/3/2017, *Seeking Alpha* 3/30/2017)

While the quarter was strong, the last month of the quarter's equity performance can be looked at as very confusing. Since making an all-time high on March 1, the S&P 500 index has failed to make new headway. It still ended the quarter only 1.4% below its highs. The Dow Jones Industrial Average also showed some caution signs in March. At one point during the month, it closed down for eight straight days, but only lost 1.9%. According to Investopedia, a correction is a reverse movement, usually negative, of at least 10% in a stock, bond, commodity or index to adjust for an overvaluation. Corrections are viewed as generally temporary price declines interrupting an uptrend in the market or an asset. Based on that definition, this downturn does not qualify as a "correction." (Source: *Investopedia*, *Barron's* 4/3/2017)

The S&P U.S. Aggregate Bond Index rose 0.78% for the quarter. This index is designed to measure the performance of publicly issued U.S. dollar denominated investment-grade debt.



Diversified portfolios typically include bonds and long-term U.S. interest rates have generally been flat thus far this year. This quarter featured the Federal Reserve raising the federal funds rate by 25 basis points in March to 0.75%-1.00%. The Morningstar Core Bond Index, one of the broader measures of the fixed-income universe, rose 0.85% in the first quarter. Returns for the largest money funds are still below 1%. In some stable rated countries like Germany, the yield on Germany's 10-year bond almost doubled this past quarter, but that means it rose only 18 basis points to 0.39%.

Key Points

1. Quarter 1 2017 ranks as the third best start for equities.
2. Bull market officially turned eight on March 9.
3. DJIA passed 21,000 in March.
4. The Federal Reserve raised the federal funds rate by 25 basis points to 0.75-1.0% in March.
5. The buying power of low yielding cash equivalents could be eaten up by inflation.
6. Investors need to be cautious and watchful.
7. Focus on your personal goals and call us with any concerns.

The bull market officially turned eight this quarter. March 9, 2009, marks the bottom of the market during the Great Recession. At 96 months old, this bull market is not the oldest in modern history (post-World War II). That title goes to the bull market that lasted from the fall of 1990 to the early spring of 2000, or 113 months, according to CFRA and S&P Global. That record bull market, which is also the best-performing with a 417% gain, lasted just more than a year longer than the current bull market's age.

The current bull market isn't even the runner-up in performance. The baby-boom bull market in the 1950s is the second-best performer, with the market having risen 267% during its seven years. Also, the current bull market is not the one in which stocks became most expensive, though it's getting close. The S&P 500 was trading at a multiple of 30 times earnings in 2000, and 26 times earnings when it was the same age as the current bull. Today, the S&P 500 has a price-to-earnings multiple of about 25. (Source: *Oppenheimer Funds 3/9/2017, Fortune 3/9/2017*)

This bull market has some believing it can't continue. The stock market has continued to be strong, but a recent Wall Street Journal article noted that a correction now might not be so bad. They report that after the post-election rally, some analysts say a 10% retreat is overdue and would be healthy for the market. Market corrections occur once per year on average, according to the WSJ Market Data Group, using data going back to the late 1980s. However, the eight-year bull market has seen only four corrections while stock prices have tripled. That's an anomaly. As for now, investors might be best having a strategy that includes being watchful and not emotional. (Sources: *The Wall Street Journal, 3/27/2017, Barron's 3/27/2017*)

DJIA Passes 21,000

The Dow Jones Industrial Average closed the quarter at 20,663 but on Wednesday, March 1, it closed above 21,000 for the first time ever, marking one of its quickest runs to such a milestone.

The blue-chip gauge closed above 20,000 on January 25, marking a then-second-fastest push (42 days) to a 1,000-point milestone. The Dow's latest milestone matched the fastest-ever such move at 24 days, equaling the same span of trading sessions between 10,000 and 11,000 in May 1999.

While Dow Jones Industrial Average milestones create a lot of attention, investors know that as the market rises, each 1,000-point advance becomes smaller on a percentage basis. The move from 20,000 to 21,000 marks a 5% rise, while the move from 19,000 to 20,000 was a 5.3% move. The move between 10,000 and 11,000 in 1999 marked a 10% rise. (Source: *MarketWatch 3/1/2017*)

Trading sessions between 1000-point milestones	Dow's 1000-point milestone	Date of first close above 1000-milestone
24	11,000	5/31/99
24	21,000	3/01/17
42	20,000	1/25/17
59	14,000	7/19/07
85	7,000	2/13/97
105	8,000	7/16/97
108	18,000	12/4/14
127	13,000	4/25/07
139	16,000	11/21/13
153	17,000	7/3/14

Source: Fortune

While a rise in the Dow Jones Industrial Average always sounds great, here are a couple of other key facts about the index on its climb to 21,000:

- The longest stretch between such milestones has been the 3,630 days needed for the index to close above the 2,000 barrier, reached on Jan. 8, 1987.
- Apple was the best performer on the index from 20,000 to 21,000, with a gain of 14.7%. It was also the top booster to the price-weighted Dow, contributing 122.65 points.
- Two other stocks contributed more than 100 Dow points each since the 20,000 milestone: Goldman Sachs and Boeing.
- Goldman was the biggest contributor in the Dow's march from 19,000 to 20,000, adding about 167 points.

- Intel was the worst performing stock during the most recent 1,000 point run, down almost 5%. The stock is the third-biggest drag on the index, subtracting 12.8 points.
- The top two drags on the index during the move to 21,000 were oil companies, Chevron and Exxon Mobil, which subtracted nearly 23 and 16 points respectively from the Dow. (Source: Fortune 3/2/2017)

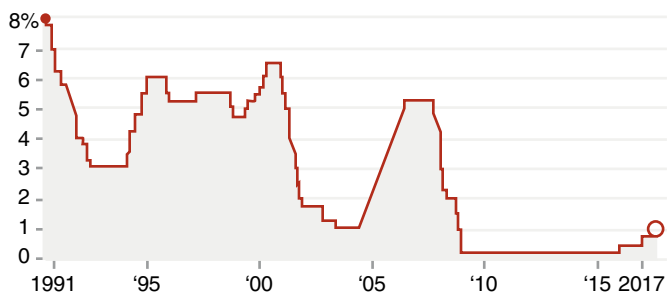
Although milestones are fun to watch, for most investors it is prudent to focus on their goals and not the hype, regardless of what number the media chooses to focus on next.

Interest Rates

For 2017, interest rates remain on an investor's watch list. An entire year passed between the first interest rate increase in December 2015 and the second in December 2016. The US Federal Reserve's 0.25% rate hike in March 2017 was the first of the three that the Federal Reserve suggested we could see this year. While the prospect of rising rates has many investors paying careful attention, Bill Irving, Manager of several Fidelity income funds including Fidelity's Government Income Fund, reminds investors that the Federal Reserve does not control the entire yield curve. He shares that changes in the federal funds rate most directly affect the short end of the curve, or shorter maturity bonds. Investors understand that when the Fed raises rates, it pushes up yields on short-term bonds, but Irving reminds us that yields on 10-year bonds, for example, can be affected by a whole host of other factors, including risk sentiment, expectations for inflation and economic growth, and investors' demand for longer-maturity securities.

The up-and-down history of Fed interest rates

The central bank's benchmark interest rate has hovered near zero since 2009. In March, the Federal Reserve raised the rate to between 0.75% and 1%, kicking off a cycle of steadier tightening.



Note: Dec. 2008, 2015 and 2016 hikes chart the top of the Fed's targeted range. Source: Federal Reserve; The Washington Post

To simplify a complicated analysis, the long end of the yield curve doesn't always move in sync with the short end, so the Fed's rate increase may not cause rates to rise or prices to fall on longer-term bonds. For investors looking for income returns, bond yields are still historically on the lower side. Stephen McBride wrote in Forbes that even with inflation at its highest level since 2012, the Fed said monetary policy will remain accommodative "for some time." As has been the case in the past, the Fed is willing to let inflation consolidate above its 2% target before embarking on a more aggressive tightening path. The consumer price index (CPI), the most widely used measure of inflation, averaged 2.67% for the first two months of the year. Even if inflation averages only 2% for all of 2017, the Fed's target, low interest rates could still be the norm for investors and savers alike. (Source: Forbes 4/3/2017)

Following the March rate hike, USA Today reported the fact that the Fed has enough faith in the economy to boost rates is a good thing, according to James Paulsen, Chief Investment Strategist at Wells Capital Management. They remind investors that in a rising rate environment, the price, or the value of the principal - of a bond falls. They also share that when the Fed hikes short-term rates, interest that banks pay out on savings accounts will also go up, but they advise not to expect a windfall. The Bond Rate Scoreboard (see chart) they posted on March 14, 2017, shows that rates on 2- and 10-year Treasuries are still low. They report that, even if the Fed boosts rates three times this year, or three-quarters of a percentage point, bank account yields will rise to 1.75% to 2%, according to estimates from Greg McBride, Chief Financial Analyst at Bankrate.com. "It helps savers," he says. But there's a caveat. The buying power of the still-low-yielding cash will be eaten up by inflation. (Source: USA Today 3/14/2017)

Interest rates are an area that we will continue to monitor this year.

Market Outlook

While the first quarter was a healthy one for many investors, it is prudent to be watchful of upcoming factors that may affect markets - geopolitical unrest, potential U.S. political gridlock, possible oil price fluctuations, and interest rate movements can all have significant impacts on the U.S. and world investment markets. As we head into earnings season for corporations, we always advise using caution when making any investment moves and it is helpful to always discuss your personal situation with us.

For the upcoming quarter, Blackrock, the world's largest asset manager, feels global growth expectations are on the rise – and they see room for more upside surprises. They also advise investors that inflation expectations have rebounded from lows in mid-2016, and actual inflation is slowly following. When it comes to yield, they advise that the search for yield is still on in the low-return environment and income-producing assets are in short supply. They like equities, but caution investors that U.S. equities do not look cheap, and gains since the presidential election have been powered mostly by multiple expansion. (Source: BlackRock Market Outlook Q2 2017)

BOND RATE SCOREBOARD

Here are current yields on key market-driven U.S. Treasury and corporate bonds:

2-year Treasury

1.37%

10-year Treasury

2.61%

Corporate Bond Yield, aggregate

3.48%

1 - As of March 31

Source: USA Today research, Bloomberg; Barclays US Aggregate

Russell Investments tells investors that they maintain a call for caution as inflated expectations for global growth and U.S. fiscal policy drive markets higher, despite looming global economic headwinds. In the medium-term, they are not bearish, and they feel that the U.S. economy shows relatively low recession risk. (Source: Russell Investments Global Market Update Q2 2017)

Fidelity Investments is warning investors to keep a watchful eye on inflation. They advise that U.S. inflation has slowed structurally since the early 1980s, due in part to central-bank policy measures aimed at managing long-term inflation expectations. While they feel it's possible that inflation will remain subdued over the long term, this outlook appears largely priced into asset markets. However, there are dynamics at play that could contribute to ending the longstanding disinflationary trend in the U.S. They warn that there are a lot of uncertainties behind their outlook but feel that the U.S. stock market seems poised to resume its rally, while keeping an eye on a valuation headwind that could partially offset an earnings tailwind. They caution that Treasury yields could continue to hover around fair value with an equal emphasis on real rates

and inflation expectations as well as if the dollar has peaked, international stocks could benefit. (Source: Fidelity Investments)

Conclusion: What Should an Investor Do?

Investors are typically concerned about their portfolios and returns. Trying to generate high returns while achieving diversification can be very difficult. The definition of conservative investing includes using a strategy that seeks to preserve an investment portfolio's value by including investments in lower risk securities such as fixed-income and money market securities. With today's low interest rates this means that moderate and conservative investors could have returns that are not those of full equity exposure. A well-diversified and balanced investor will have returns that are reflective of benchmarks that hopefully include some safer returns than full equity exposure. In this rising market, that means a well-diversified and balanced portfolio will generate lower returns than a full equity portfolio. While higher risk has been rewarded for some in the current market, investors who are fully invested in equities are usually aggressive investors and that means they may endure extensive volatility and significant losses. Investing is personal, and your ability to take risks depends on a variety of factors. For example, even amongst professional investment managers there can be differing views on exactly how much risk a moderate investor should take. Moderate investors are many times described as "middle of the road" risk-takers. They are aware that the markets go up and down, and they're typically okay with that — up to a point — if it means there's potential for growth.

CAUTION is still advised for investors.

Your focus should be on trying to meet your personal goals and not based on returns generated by an investor who is willing and able to take more risk. With equity markets having advanced, this is a good time to revisit your risk tolerances and time horizons. Many analysts are predicting a volatile ride in equities for the rest of 2017. However, safety comes with a price. For many investors today's traditional fixed rates will not help them achieve their desired goals. Most investors attempt to build a plan that includes risk awareness. Many times this can lead to safer but lower returns. Traditionally, bonds have been used as a nice hedge against market risk, but with interest rates projected to continue to rise, investors need to be extremely cautious.



We focus on your own personal objectives.

During confusing times, it is always wise to create realistic time horizons and return expectations for your own personal situation and to adjust your investments accordingly. We try to understand your personal commitments so we can categorize your investments into near-term, short-term and long-term.

If necessary, we can revisit YOUR Strategy.

Investors need to be prepared. Market volatility should cause you to be concerned, but panic is not a plan. Market downturns do happen and so do recoveries. This is the ideal time to ensure that you fully understand your time horizons, goals and risk tolerances. Looking at your entire picture can be a helpful exercise in determining your strategy. We always welcome the opportunity to discuss any updates to your thoughts or situation.

Now is a good time to make sure you are comfortable with your investments.

Equity markets will continue to move up and down. Even if your time horizons are long, you could see some short term downward movements in your portfolios. Rather than focusing in on the turbulence, you might want to make sure your investing plan is centered on your personal goals and timelines. Peaks and valleys have always been a part of financial

markets and it is highly likely that trend will continue.

Discuss any concerns with us.

Our advice is not one-size-fits-all. We will always consider your feelings about risk and the markets and review your unique financial situation when making recommendations.

We pride ourselves in offering:

- **consistent and strong communication,**
- **a schedule of regular client meetings, and**
- **continuing education for every member of our team on the issues that affect our clients.**

A good financial advisor can help make your journey easier. Our goal is to understand our clients' needs and then try to create a plan to address those needs. We continually monitor your portfolio. While we cannot control financial markets or interest rates, we keep a watchful eye on them. No one can predict the future with complete accuracy, so we keep the lines of communication open with our clients. Our primary objective is to take the emotions out of investing for our clients. We can discuss your specific situation at your next review meeting or you can call to schedule an appointment. As always, we appreciate the opportunity to assist you in addressing your financial matters.

“The investor’s chief problem -and even his worst enemy- is likely to be himself.” Benjamin Graham

Benjamin Graham was known as "the father of value investing." He mentored Warren Buffet. Graham cautioned investors that market events and volatility are normal. He felt that what causes investors the greatest damage is our reaction to events.

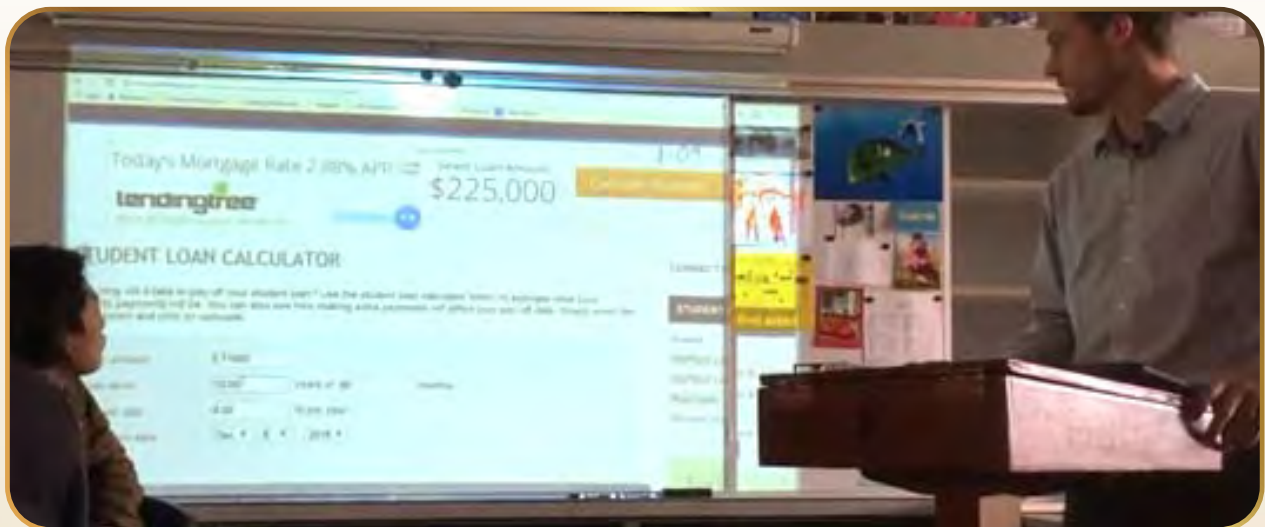


Financial Advisors Network, a registered investment advisor.

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All indices referenced are unmanaged and cannot be invested into directly. Unmanaged index returns do not reflect fees, expenses, or sales charges. Index performance is not indicative of the performance of any investment. The Standard & Poor's 500 Index is a capitalization weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. The Dow Jones Industrial Average is comprised of 30 stocks that are major factors in their industries and widely held by individuals and institutional investors. Past performance is no guarantee of future results. Due to volatility within the markets mentioned, opinions are subject to change without notice. Information is based on sources believed to be reliable; however, their accuracy or completeness cannot be guaranteed.

Teaching Financial Literacy to the Next Generation



In a time when many Millennials spend more time on their cell phones than they do looking at their bank accounts, the financial advisors at Financial Advisors Network created a financial literacy program dedicated to educating high school seniors at Beckman High School on how to become financially independent. At Financial Advisors Network, we find great value and pride in educating our clients on various financial topics through classes and seminars. After speaking with many of our clients and retirement class alumni, we observed that a common theme arose of wishing they had been educated on these topics earlier. This led us to the idea of bringing the financial literacy program to the local high school seniors.

The financial literacy program is an eight week class for all senior students at Beckman High School. We cover many topics, choices and challenges that these young adults will soon face such as: student loans, creating and maintaining a budget, finding internships and open job positions in their desired careers, and the basic tenets of investing. The program requires students to choose a desired future career path, and research the education and experience requirements for their specific field of interest. The students then create a college budget, to develop an understanding of the expenses and bills that they will soon be faced with as well as differentiating wants versus needs after graduation. The students are then expected to research and find ways to balance their budget. They are also able to choose stocks and track their simulated progress over the program's duration to see real time results of investing in the stock market. Our aim is to lay the foundation and give guidance to these young adults so that they can be empowered with the knowledge as they enter into the next stages of their life and help them achieve financial independence.

Portfolio Risk Analysis

The United States Stock market has crossed the eight year mark as a bull market (making it the second longest bull-run in U.S. market history) as shown in the figure below. In a rising interest rate market it is critical to understand the implications of changing interest rates on fixed income, stock and real estate asset classes.



In the midst of potential health-care act reform and potential tax reform within the United States as well as regulatory reforms across the globe, it is critical to understand the exposure of risk from an investor's point of view. Understanding a client's risk tolerance gives a better idea about the level of calculated risk that can be taken to achieve a target or goal more efficiently.

As a firm we are proactively utilizing new and sophisticated technology that assists us in understanding the risk tolerance of our clients more efficiently. **Riskalyze** is one of the tools that helps us understand our clients' risk tolerance and comfort levels. Below is an example of a stress test for an investor whose score is a 62. A stress test gives us a better understanding of the probable outcome for any given investment portfolio under different types of historically important scenarios.





Umesha Weerasuriya
Financial Advisor

The team at Financial Advisors Network is proud to announce Umesha Weerasuriya has successfully completed the CFP® Board examination after many months of studying and years of necessary coursework. Umesha is scheduled to complete the CFP® certification process in October of 2017 at which time she plans to be able to use the CFP® credentials.

Umesha is excited to further her career and use the knowledge she has gained to help clients achieve their goals through proper and proactive planning. In alignment with the firm's beliefs, Umesha will continue to provide her services in a fiduciary capacity.

Umesha is one of four financial advisors at our firm and has worked at Financial Advisors Network since 2015. Working with over 100 families, Umesha focuses on creating comprehensive financial plans for clients and believes in the importance of the integration of the five disciplines (Retirement Planning, Tax Planning, Estate Planning, Investment Planning, and Risk Management) of financial planning as taught through the CFP® program.

At Financial Advisors Network, we believe it is our duty to educate ourselves so that we can provide our clients with the highest standard of ethical financial advice. Our financial advisors and planning staff have set forth a guideline to follow the CFP Board standards and complete the CFP® Certification.

In July of 2017, three more members of our team hope to join Umesha in completing the CFP® Board examination. Spenser Messmore, Financial Advisor, Joe Pence, Paraplanner, and Dane Fahey, Client Care Associate, will be taking the exam in July.

Spenser Messmore has been with Financial Advisors Network since 2015 and works with over 100 families at our firm. He looks forward to completing the CFP® Board examination and using his skills to continue helping clients achieve their financial goals.

Having joined us in 2016, Dane is the newest member of our team. Dane will be graduating in May of 2017 from California State University Fullerton with a B.A. in Business Administration with an emphasis in financial planning. We look forward to having Dane join us full time and are excited to see him grow his career.

We want to wish them all the best of luck in furthering their careers.



Joe A. Pence
Paraplanner



Spenser Messmore
Financial Advisor



Dane Fahey
Client Care Associate

FAN TEAM UPDATE

Spring 2017

The Financial Advisors Network Team has been busy working hard and having some fun too!

Here's what we've been up to lately...



Kamps Family on Paradise Island, Bahamas.



Umesha conquering one more item on her bucket list in Oceanside!



Dane and his girlfriend Macaela on the rooftop of The Oread (University of Kansas) for an Alpha Delta Pi Senior awards banquet.



Peters Canyon Elementary Daddy Daughter Dance



Snorkeling with sharks and stingrays- Oh My!!



Allie, Avery & Lexie enjoying the beach in the Bahamas.

Upcoming Events

Financial Strategies for Successful Retirement

In partnership with Irvine Valley College, Financial Advisors Network (FAN) presents Financial Strategies for Successful Retirement, a financial education class to help you plan your retirement!

This information-rich seminar introduces you to the concepts and practices that will help you spend your retirement comfortably and in control of your finances. Financial Strategies for Successful Retirement will show you a conservative approach to wise money management and will help you identify lifestyle issues facing retirees. You will learn to seek maximization of your income and more from your investments, Social Security and retirement plans. The course will also educate you on how to protect your hard-earned assets from erosion due to inflation and the possible cost of long-term health care.

Your registration fee* includes a colorful, in-depth seminar workbook and a Retirement Planning Data Form that will help you develop a written inventory of your assets, income, Social Security and pension benefits. *Tuition is \$59. Your spouse or guest may be enrolled for an additional \$5. \$64 tuition includes one workbook.

To register online: www.ivc.augusoft.net and follow online instructions.

To register by phone, call (949) 451-5555 between 9am-5pm Monday-Friday.



Choose one of three sessions:

- **Tuesdays:**
Apr 25, May 2 & 9
(at Irvine Valley College)
6:30-9:15pm
- **Thursdays:**
Apr 27, May 4 & 11
(at Irvine Valley College)
6:30-9:15pm
- **Saturdays:**
Apr 29 May 6
(at FAN office classroom)
8:30am-1pm

Mutual Funds and Exchange Traded Funds (ETF's) will be discussed. Investing in all securities, including ETF's and mutual funds, involve risk, including possible loss of principal. There is no assurance that the techniques and strategies discussed are suitable for all investors or will yield positive outcomes.

"Nuts & Bolts" of SS & Medicare Seminar



Curious about the effects of Social Security on your financial situation? You and your friends are invited to this informative education event. Learn about how Social Security may affect your individual position.

Long-time Public Affairs Specialist at the Social Security Administration in Orange County, Frank Van Nostrand will present the "Nuts and Bolts" of Social Security and Medicare. Bring any questions you may have – Frank is an expert!

The seminar will be held **Wednesday, May 17 from 6-8:30pm** in the conference facilities at Financial Advisors Network located at 1432 Edinger, Suite 200 in Tustin.

Frank Van Nostrand is not affiliated with Financial Advisors Network, Inc. The information to be discussed is not intended to be a substitute for specific individualized tax or legal advice. We suggest that you discuss your specific situation with a qualified tax or legal advisor.

For more information or an invitation to any of these complimentary seminars, please contact Cherise - cherise@fanwmg.com (714) 597-6510

Upcoming Events

Investments Seminar



We invite you to our next Investments seminar to cover a more in-depth look at investments. Join us to learn about:

- Investor psychology
- Investment types
- Investment strategies

This seminar will be presented by Rohan Nakrani, MBA, our in-house Portfolio Manager, who manages and designs our investment solutions at FAN. Rohan will cover a more in-depth look at investments, including: investor psychology, investment types and strategies. During this presentation, investments will be discussed, such as stocks and bonds, which have various risks including loss of principal and may not be suitable for every investor.

The seminar will be held **Wednesday, May 24 from 6-8pm** in the conference facilities at Financial Advisors Network located at 1432 Edinger, Suite 200 in Tustin.

Summer Backyard BBQ!! - Client Appreciation Event

Saturday, June 10 starting at 1pm, join us for our 2nd Annual Backyard BBQ at the Kamps home. Come join us for an afternoon of summer fun! BBQ hamburgers, hot dogs and cool summer treats. Beer and wine tent. Dunk tank fun! Wear your favorite baseball team gear. Winners of the best-dressed contest will have a chance to dunk tank Rod Kamps!



This event fills up quickly so make sure to reserve your spot!

Understanding Dementia & Alzheimers Disease



In this seminar you will gain:

- More knowledge about memory loss, Alzheimer's disease and related dementias
- A better understanding of the diagnostic process
- Increased awareness regarding the need for caregiver self-care
- More knowledge of the Alzheimer's Orange County and other community resources.

The seminar is hosted by Rod Kamps and will be held **Wednesday, July 12 at 6pm** in the conference facilities at Financial Advisors Network located at 1432 Edinger, Suite 200 in Tustin.

For more information or an invitation to any of these complimentary seminars, please contact Cherise - cherise@fanwmg.com (714) 597-6510

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Share this report with a friend!

This year, our goal is to offer services to several other clients just like you!
If you would like to share this report with a friend or colleague,

Contact Cherise Wheeler
(714) 597-6510 or cherise@fanwmg.com
and we would be happy to assist you!



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