

### 3<sup>rd</sup> Quarter 2022

A shorter note than usual this quarter, due to the fact we're seeing a lot of the same themes we talked about at the end of last quarter. "We're not done yet" appears to be the big slogan as we work our way into the last quarter of the year. This slogan can be used across the spectrum: higher (than desired) inflation numbers, the Fed's position on raising interest rates, elevated geo-political risk, and continued volatility in the fixed income markets, to name a few.

The other term we're starting to use more frequently is "sticky". We are using "sticky" in the majority of conversations about the extended rate environment (and corresponding market volatility) that we may see going well into next year.

Every market is a little different and this one is definitely writing its own path in history. A little patience and our investment approach to diversification across the various sectors should help to temper the volatility. The challenge is all sectors are facing some significant headwinds, but the yields available looking forward are in a MUCH better place than they were a year ago. Our investment team is hard at work looking for opportunities we can capitalize on within your portfolios. As with the other forces in the market, we're not done yet either!

Ajay Mirza and Mike Norman  
*Senior Managing Principals*