PINNACLE PEAK
Wealth Partners

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LETTER TO CLIENT FAMILIES

The Pinnacle Peak *Quarterly*

A plan is built to outlast the quarter.

ILLUSTRATIVE SAMPLE — NOT AN OFFER, NOT ADVICE. NORTH SCOTTSDALE, ARIZONA · WITHIN SIGHT OF THE PEAK

THIS QUARTER

What happened, in plain words, and what it means for a family's plan.

One quarter, in proportion

Dear friends, if you only read the headlines this summer, you might think it was a frightening few months. Oil climbed past $100 a barrel. The Federal Reserve raised interest rates for the first time in three years. The stock market hit record highs, and yet plenty of investments lost ground. All of that was true at once. Here is what happened, in plain words, and what it means for the plans we have built together.

01 WHAT HAPPENED

OIL. Fighting in the Middle East pushed oil from around $70 a barrel in early July to over $100 by September. Most of us felt it at the gas pump before we read about it anywhere else.

INTEREST RATES. Prices have kept rising faster than the Federal Reserve wants, partly because of that oil, so in September it raised its key interest rate. Borrowing got more expensive: mortgages, car loans, credit cards. When rates rise, bonds already in a portfolio lose some value on paper, and that happened this quarter. The other side of the same coin: new bonds now pay more than they have in years.

STOCKS. The big U.S. stock indexes reached new highs, carried mostly by a handful of very large technology companies. Underneath, many mid-sized and smaller companies fell. So "the market" had a fine quarter, and a good deal of what's inside it did not. When the headline and the details disagree, the details are usually closer to what a family actually owns.

02 WHAT IT MEANS FOR A FAMILY'S PLAN

A plan does not need a good quarter. It needs the money a family will spend in the next few years to sit where a quarter like this can't reach it, and the money meant for the decades after that to have time to do its work. That is how we build plans here, and it is why a hard quarter for bonds or a jumpy month for stocks reads as weather, not as an emergency.

■ Thirty years holds 120 quarters. *This was one of them.*

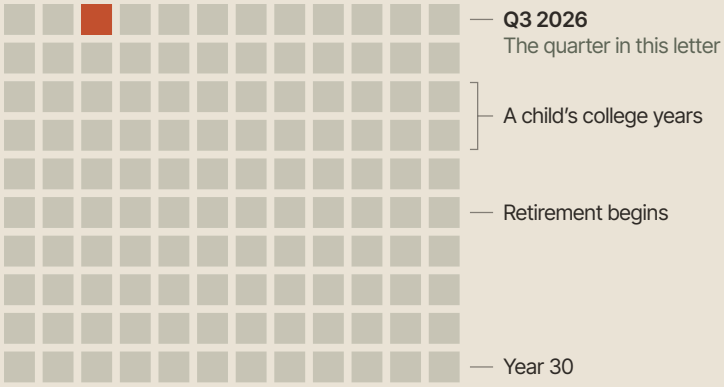
THE PICTURE IS OVERLEAF

THE ONE CHART

One quarter, in proportion

Thirty years holds 120 quarters. The one in red is the quarter this letter is about.

Illustration only. Each square is three months of an imagined thirty-year family plan. No investment results are shown.



A plan built for thirty years expects some of its quarters to be uncomfortable. It already has room for this one.

Higher rates do touch more than portfolios. They change the arithmetic on a move, a refinance, a new car. If one of those is on your calendar, bring it to your next conversation with us, before a headline brings it to you.

03 A FAMILY STORY

> **INVENTED FOR THIS SAMPLE.** The Hammonds are not real clients, and their details are illustrative. Their plan is not your plan; the story shows how a plan works, not what anyone should do.

Linda and Walt Hammond live a few miles from the peak. Their daughter, Jess, is expecting her first baby in Tucson in the spring, and over the summer she asked whether they might move closer.

In September, with oil and interest rates on every channel, Walt called. Should they sell some stocks now, he asked, and buy something in Tucson before things got worse?

We opened their plan together. The move had been in it since spring, written down as a maybe with its own line, and the money for it was already set aside in the part of the plan that doesn't ride the market. Nothing in the quarter had touched it. So instead of talking about oil, we talked about Tucson: whether to buy or rent first, how far from Jess, what the house in Scottsdale is for now.

They decided to rent near Jess for six months before buying anything. "I called to talk about the Fed," Walt said at the end, "and we spent the hour talking about a crib."

That is what a plan is for. Not predicting the quarter. Making sure the quarter isn't the thing that decides.

04 ONE SMALL REQUEST

If this letter was useful, send it to someone who might find it useful too: a grown child, a sibling, the friend who asked you over dinner what anyone is supposed to do about all this. You don't need to say a word about us. The letter can introduce itself.

And if you would rather hear it than read it, we'll walk through the quarter in a forty-five-minute webinar on **Tuesday, November 17, at 4:00 p.m. Arizona time**. Guests are welcome. Bring the person you'd forward this to.

REGISTER	[Registration link: sample placeholder]

Warmly,

Dana Reyes

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ILLUSTRATIVE SAMPLE — NOT AN OFFER, NOT ADVICE. Pinnacle Peak Wealth Partners, Dana Reyes and the Hammond family are invented for this sample, and the webinar date is a sample date. Market events are drawn from public reporting on the third quarter of 2026. The chart is a planning illustration; it shows no investment results. Nothing here is a recommendation to buy, sell or hold any investment, and nothing here considers any reader's personal circumstances.