2025 - QUARTER 3

ADVANCEDPERSPECTIVE

THE NEWSLETTER OF VANCE WEALTH

ROOTED IN VALUES. GROWING WITH INTENTION.

Vance Wealth Purchases Costa Mesa Building

At Vance Wealth, we've never measured success by size but by impact. Every decision we make is guided by one simple goal: to be the trusted partner our clients deserve, through every season of life. That's why we're excited to announce a new chapter that deepens our commitment to that mission.

We've officially purchased a new building in Costa Mesa, establishing a lasting presence in the Newport area. This new office, led by Partner and Wealth Advisor Tyler Tilton, isn't just a new location. It's a reflection of how we're expanding with purpose, while keeping our focus where it belongs—on meaningful relationships and simplified, empowering planning.

Rooted in Values

While we continue to expand our reach in Southern California, what matters most remains unchanged: the experience we create for each client.

"Intentional growth starts with a clear blueprint, and for us, that's always been our values," said Founder and President John Vance. "They're what guide every decision we make and allow us to grow in ways that truly serve the families and business owners who count on us."

Here's how we continue to stay rooted in what makes us different:

We Lead With Relationships: Every conversation starts with care. Whether we're sitting down in person or meeting virtually, our clients know they're never just a number—they're family. This expansion helps us stay closer to the communities we serve and strengthens the authentic, lifelong relationships we're known for.

We Act as Your Financial Quarterback: Planning is never one-size-fits-all. That's why we coordinate every piece of your financial puzzle, from investments and insurance to tax and estate planning, with your goals in mind. Our growth allows us to enhance that role with greater resources, collaboration and responsiveness, so you always feel supported.

We Prioritize a Tax-Smart Lens: What sets us apart is how we plan—with foresight, intention, and an eye on long-term tax efficiency. This strategic lens helps reduce today's financial stress while positioning you for tomorrow's success.

Growing With Intention

Opening a new office in Costa Mesa isn't about getting bigger; it's about getting closer. Closer to the families who need us. Closer to the kind of service we believe in. Closer to the future we're building together.

"Leading the Costa Mesa office is a chance to carry forward everything that makes Vance Wealth unique: genuine connection, proactive financial leadership, and our deeply thoughtful approach to planning," Tyler shared. "I'm proud to help bring those values to life for even more families across the Newport community."

If you're new to the area or simply want to meet the team, we'd love to welcome you. Because growth isn't the goal—it's the result of staying true to what matters most.

Wherever you are in your financial journey, we're here to help in Santa Clarita, Costa Mesa, Newport, Pasadena and beyond. Let's achieve more together.

VANCE WEALTH

Vance Wealth 26491 Summit Circle, Santa Clarita, CA 91350 | 661-775-0950

Pasadena Meeting Location: 236 West Mountain Street Suite #110E Pasadena, CA 91103

Costa Mesa Location: 200 Baker St. E. Costa Mesa, CA 92626

VanceWealth.com

IN THE COMMUNITY: Vance Wealth Supports Local Entrepreneurs

Every business owner's journey is unique—filled with early wins, unexpected challenges, and the constant pressure to keep moving forward. At Vance Wealth, we understand how hard it can be to focus on long-term strategy when you're caught up in the demands of daily operations. That's why we're committed to helping entrepreneurs gain the clarity and confidence they need to grow with intention—and why our support often extends beyond client meetings.

Two of our Wealth Advisors, Niall Shaffery and Bronson Feuer, proudly serve on the Santa Clarita Valley Chamber of Commerce's Small Business Council. At the Council's recent event, Scaling Small Business: Challenges & Opportunities, local leaders came together to share stories, collaborate, and uncover new ideas for sustainable growth. We were honored to sponsor the event as part of our ongoing mission to uplift and empower the business community we call home.

At Vance Wealth, it's never just about the numbers. It's about the people—those building something lasting for their families, their teams, and their future. We're here to help make that journey more manageable, and ultimately, more meaningful.

Ready To Get Involved?

You don't need to be a Vance Wealth client to receive support. We encourage you to contact the Small Business Council or attend an upcoming event. If you're a local entrepreneur looking to learn, grow or give back, Niall (niall.shaffery@vancewealth.com) and Bronson (bronson.feuer@vancewealth.com) are happy to help you connect. You can also visit scvchamber.com to learn more about the Council's upcoming events.

At Vance Wealth, we're proud to be a resource—not just for our clients, but for every business owner striving to achieve more. Let's keep building something great together.

THE LEAP INTO RETIREMENT

Why Trust and Timing Make All the Difference

Retirement is one of life's biggest transitions, and for many, it only becomes real when preparation meets emotion. Even with the numbers in place, taking that final step can stir up a mix of feelings: excitement, anxiety, uncertainty. That's why, at Vance Wealth, we approach every retirement journey with patience, compassion, and a deep understanding of what's at stake beyond the spreadsheets.

Recently, Wealth Advisor Carrisa Flores worked closely with a client who was financially ready to retire, but emotionally, she wasn't quite there yet.

"She had done everything right," Carrisa recalled. "We had the numbers. We had the plan. But the thought of turning off that steady paycheck and relying on her retirement savings? That was a big emotional leap."

In her annual strategy meeting, the Vance Wealth team walked through the client's retirement plan and reassured her that she was more than ready—but there was no pressure to act. "She didn't want to take the leap in that meeting, and that was totally okay," Carrisa explained. "We weren't there to push her. We were there to support her, whenever she felt ready."

About a month later, the client reached out. She had spent time reflecting and processing, and she was ready. "It was time, and we were all so excited for her,'" Carrisa shared.

Typically, preparing a retirement file takes about a month, but Carrisa dropped everything. She wanted this moment to be everything it's supposed to be after decades of hard work and financial diligence. "We knew how important this moment was for her, so I worked on her file nonstop, going over every detail with a fine-tooth comb. We got everything ready in just a few days."

During the retirement implementation call, Carrisa and the Vance Wealth team focused on more than logistics. They prioritized reassurance.

"A meeting like this can really be a make-it-or-break-it experience," Carrisa explained. "We took the time to answer every question, talk through each concern, and make sure she felt empowered—like she was stepping into this new chapter with clarity and confidence."

By the end of the meeting, the client was not only reassured, but she was excited. "Now she gets to find her new normal and do the fun things she always thought about but never had time for," Carrisa said.

One thing that helped ease the transition was setting up her retirement income to mirror a traditional paycheck. "We designed it so she still sees money coming in each month, just like before. It helped her maintain the same healthy financial habits, so the shift felt less like a cliff and more like a bridge."

"Trust is everything," Carrisa reminded. "These emotional transitions can feel overwhelming — even scary." But we've been there before. We do this every day. And when a client can lean into that relationship and trust their plan, that leap into retirement starts to feel a lot more like a smooth landing."

At Vance Wealth, we believe that's what true financial planning is all about: offering more than just peace of mind. It's about standing beside you through every leap—big or small—and making sure you never face it alone.

In order to protect the privacy and confidentiality of individuals involved, certain details within this case study, including names and specific identifying information, have been altered or fictionalized. All efforts have been made to maintain the accuracy and integrity of the presented information while ensuring the anonymity of those involved.

FROM THE DESK OF **JOHN VANCE**

To Our Vance Wealth Friends and Family,

It's been a summer of momentum and milestones, with the perfect mix of family time, quick getaways, and a few big wins at the office.

In May, we celebrated a proud family moment: Lauren graduated from Boise State with her degree in Health Sciences and her CNA certificate. Carmen and I rented a house in Boise and brought everyone together—my mom, my sister, my niece, and Lauren's mom, Kathy—to mark the occasion. Lauren is our first to graduate college, and for my mom, her first grandchild to earn a college degree. So it was a special weekend for all of us. Lauren has started her first job at a skilled nursing facility that cares for adults with intellectual and developmental disabilities. It's her first week of training, and she already loves it. She plans to get a year of experience under her belt before heading back for her master's, and it's been great to see her so excited about her work. Not long after, we welcomed Kate back from her semester in Rome, and now we're gearing up to help her move into her place at Temple University in Philadelphia. With both girls in cities across the country, it's bittersweet—and fulfilling to watch them pursue what they love.

Carmen and I carved out a little time for a summer trip, too. We spent a few days in Minneapolis visiting close friends, and while we were there, we met up with Lauren, who was staying nearby with her mom. We took her shopping at the Mall of America to get her set up with some new professional clothes for her job. From there, we headed to Wisconsin for some quality time with friends, went to a country music festival, and enjoyed a few relaxing days on the water. We also snuck in our annual trip to Lake Nacimiento with friends—a tradition we look forward to every year. Back at home, the older kids have been stopping by more often lately, probably because Carmen's cooking keeps them coming back. It's been nice to have a bit of a full house again and to enjoy the slower pace whenever we can.

On the professional side, we recently wrapped up our annual leadership retreat in Ojai. We spent three days diving into planning with the leadership team and had two facilitators from Dimensional Fund Advisors' Practice Management team join us to guide the process. Their insight provided structure and affirmed that we're moving in the right direction, while also challenging us in areas where we can improve. Once we'd finished planning, we brought up the team's families for a couple of days of downtime together—always a great reminder of why we do what we do. A few weeks later, we brought our insights to the team at our annual State of the Company meeting, where we rolled out our one-year goal to the full team and celebrated the progress we've made. We followed it up with our summer barbecue at my house—lots of good food, kids running around, and just a great way to wrap up a strong season.

We also officially closed escrow on our Costa Mesa building, and we're in the thick of getting it ready: furniture, A/V, and all the finishing touches. Tyler will be moving in around mid-August, and over the next year, we plan to hire some additional team members to help us build our presence in the Orange County market. It's a big step toward our long-term vision, and we're excited about what's ahead.

As we continue to grow, it's been rewarding to expand our team in new ways. We recently added two new remote hires—Britt Skold, who's leading our technology initiatives, and Erin De Lisle-Snyder, who's taking on operations for our 401(k) services. Both bring a lot of experience, and as we've broadened our reach, it's allowed us to find the right people, no matter where they live.

It's been a good season, and I'm feeling grateful—for family, for our team, and for the ways we get to achieve more every day.

Warmly,

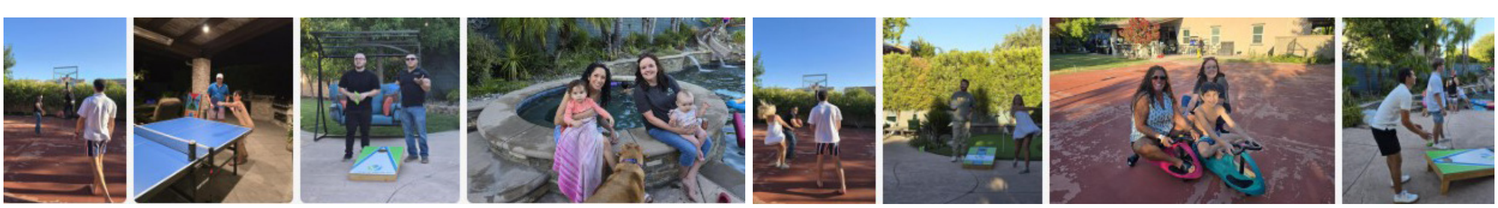
John Vance, CFP®, CEPA®, CDFA™
President & Founder

Lauren Graduation

Ojai Leadership team and DFA

Celebrating with Family in Boise for Lauren's Graduation

Ojai Leadership Retreat



BBQ

Dear Clients and Friends,

We trust your summer is in full swing. Vacations have commenced, kids are in summer camp and young adult kids are back from college for the summer. Now is the time to make memories with your friends, family, kids or whoever matters most to you.

If you looked at the market level January 1st and checked in as of July 7th, the S&P 500 is +7.50%. You would think things seem to be quiet with a solid return YTD. This could not be further from the truth. The S&P 500 hit a record high in February, then dropped by nearly (-19%) by early April. In our view, this was caused by unexpected tariff announcements and the rollout schedule (or lack thereof) adding to global trade tensions. But just days later, after a delay in those tariffs were announced, markets bounced back just as sharply and have since recovered +26.20% from the April 8th bottom.

As investors, this was an unnerving time. We had countless conversations with clients during the period of elevated volatility. Our job was to remind them that volatility is normal; and while this does not feel good, we have a financial plan in place and disciplined investors are rewarded over the long-term. We cannot predict the market, and no one wants their advisors to try to do so. We are goal-focused, plan-driven, long-term investors. Everything we do is grounded in your personal financial plan. But because the last handful of stock market pullbacks have been followed by quick recoveries, we reminded clients not to panic. See the chart below[1].

Past performance is not indicative of future results, but from the sample listed in the chart to the right, the average return over the next 1-year was +49.9% and +93.6% return after 3 years. If you sell during any one of these market pullbacks, your investments and financial security will be forever impacted with little ability to recover from those returns you missed out on.

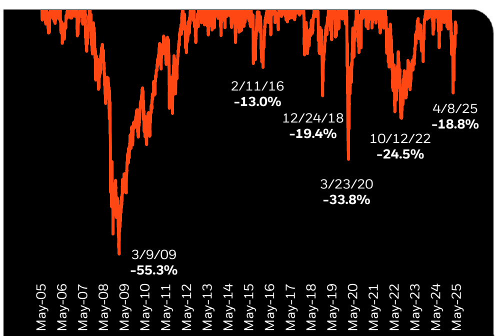
One of the key ways we help protect clients during volatility is through thoughtful diversification.

The U.S. economy has continued to remain resilient through the last several years of economic uncertainty. So much so, investors finally got to a point in the past year asking the question, "Why don't we just own US Stocks. They have outperformed international markets since the Great Recession" The reason? Years like this year… With the S&P 500 up 7.50% through July 7th, International markets (MSCI EAFE) are +19.94%. This diversification significantly helped portfolios "hold up" much better during the periods of volatility. But, we are finally seeing our disciplined allocation to international companies adding to performance vs. being a detractor.

Stocks came close to bear market territory in latest pullback

The last handful of stock market pullbacks have been followed by quick recoveries

U.S. stocks market drawdowns
Daily Max Drawdowns, last 20 years (6/1/2005 - 5/31/2025)



U.S. stock market performance following drawdown periods has been strong

Stock market drawdown date	Return after 1 year	Return after 3 years
3/9/09	77.3%	115.8%
2/11/16	30.8%	61.4%
12/24/18	39.9%	111.9%
3/23/20	77.8%	85.2%
10/12/22	23.7%	72.0%* (10/13/22 - 5/31/25)
4/8/25	18.9%* (4/9/25 - 5/31/25)	?
Average (excluding partial periods)	49.9%	93.6%

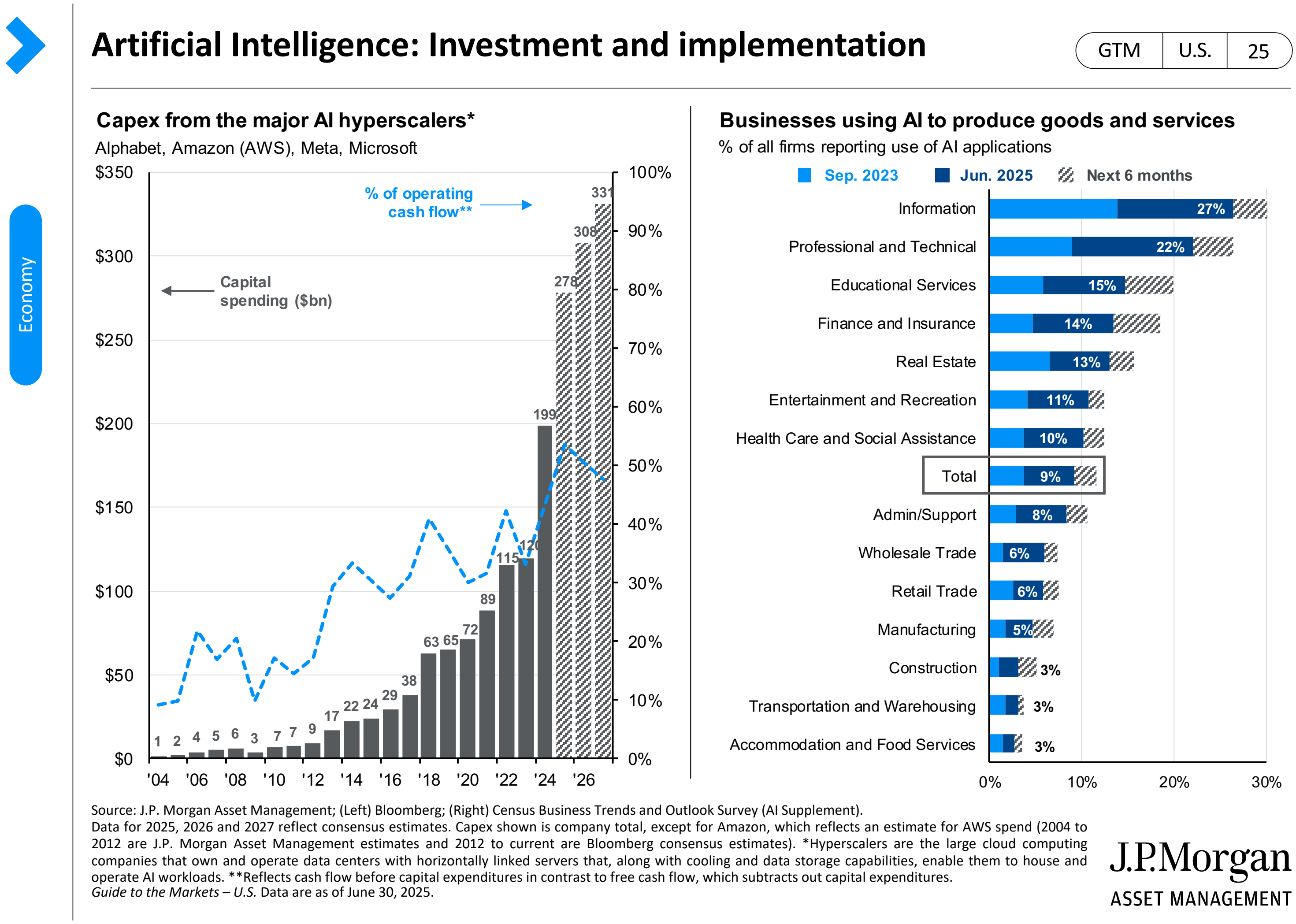
Source: BlackRock, Morningstar as of 5/31/25. U.S. stocks are represented by the S&P 500 TR Index. *Represents partial time-period. **Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only.** You cannot invest directly in the index.

Disclosures: *The views expressed in this commentary are subject to change based on market and other conditions. These documents may contain certain statements that may be deemed forward-looking statements. Please note that any such statements are not guarantees of any future performance and actual results or developments may differ materially from those projected. Any projections, market outlooks, or estimates are based upon certain assumptions and should not be construed as indicative of actual events that will occur. Past performance does not guarantee future results. The information provided is for educational and illustrative purposes only and does not constitute investment advice and it should not be relied on as such. It should not be considered a solicitation to buy or an offer to sell a security. It does not take into account any investor's particular investment objectives, strategies, tax status or investment horizon. You should consult your attorney or tax advisor. All information has been obtained from sources believed to be reliable, but its accuracy is not guaranteed. There is no representation or warranty as to the current accuracy, reliability, or completeness of, nor liability for, decisions based on such information and it should not be relied on as such. Vance Wealth, LLC. ("Vance Wealth") is a registered investment advisor. Advisory services are only offered to clients or prospective clients where Vance Wealth and its representatives are properly licensed or exempt from licensure. The S&P 500 is an unmanaged index of 500 widely held stocks. Investors cannot invest directly in an index.*

Sources:

1. *BlackRock – Student of the Market, June 2025. "Stocks came close to bear market territory in latest pullback"*
2. *BlackRock – Student of the Market, June 2025. "Slowing, but not stalling, U.S. Growth"*
3. *JP Morgan – Guide to the markets, July 2025*

At Vance Wealth, we are optimists by default. There is still so much to be excited about with all of the bright minds out there running companies. Clearly, AI (Artificial Intelligence) is becoming commonplace in our every day lives (so much so you may not even know it is AI at times). But, the massive spend as outlined in the chart below[2] is proving companies are not only investing in it, they are massively committing to this and are projected to level-up in the coming years.



On the left of this chart, its show investment spending by four major AI hyperscalers in the U.S., which has increased in recent years and is expected to continue rising in the years ahead. Alphabet/Amazon/Meta/Microsoft spent approximately $200 billion on AI in 2024 which is just under 60% of their total operating cash flows. In 2027, it's projected to increase to $331 billion and about 95% of operating cash flows. This is "funny money" levels and hard to comprehend. On the right, the chart shows the latest trends in AI business adoption in the U.S. Adoption is still in its early stages, but it indicates that many sectors, not just information technology, are leveraging or plan to leverage this powerful technology. While AI adoption is still in its early stages, continued adoption across industries could cause U.S. productivity growth to trend higher.

For our clients, we are continuing to monitor the accounts for any possible adjustments. If volatility picks back up, there will be opportunities to deploy fresh cash, rebalance accounts, tax loss harvest, Roth IRA conversions etc.

If you are not currently a Vance Wealth client and would like to discuss your long-term financial plan & investments in greater detail, please get in touch with our office to schedule time with one of our Wealth Advisors. Now is a better time than ever to look at your current investments and financial plan to make sure they are properly positioned for the unexpected.

Regards,

Jerrod Ferguson

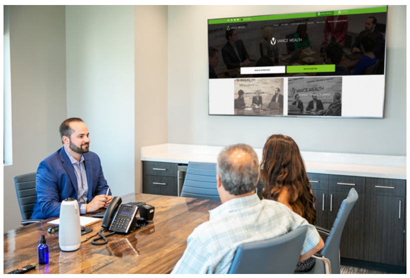
Jerrod Ferguson, CFP®
Partner, Vance Wealth

LEGACY SERIES: HOW TO GIVE WITHOUT CREATING DEPENDENCY

In this thoughtful Q&A, Jerrod Ferguson shares how families can pass on wealth in a way that builds character—not entitlement.

Q: How can I gift wealth during my lifetime without creating dependency or entitlement in younger generations?

A: When it comes to giving, intention and communication matter just as much as the gift itself. One powerful strategy we recommend is including a letter with your financial gift—something simple that shares the why behind your generosity.



It doesn't have to be formal, but it should outline any expectations.

For example, you might write:

"This gift is meant to support your long-term investments or education. We bought young, early, and often, and it helped us build a solid foundation. We hope this helps you do the same."

This kind of clarity sets healthy boundaries while reinforcing your values. It allows you to pass on habits and life lessons—not just money. The letter can also encourage wise choices by adding something like:

"We trust you'll make responsible decisions with this."

It's a powerful way to reinforce your intentions and empower younger generations to step into financial responsibility with confidence.

Plus, giving during your lifetime adds something special: the chance to witness their growth firsthand—watching their confidence and capabilities flourish, knowing you played a part in their journey.

At Vance Wealth, we encourage clients to consider thoughtful giving strategies that feel right for their family. Whether it's facilitating legacy conversations, providing sample gift letters, or offering strategies to minimize tax impact, we're here to help every step of the way.

Your legacy is more than dollars and cents.

Let's work together to pass down wisdom, not just wealth. Reach out today to begin crafting your legacy with care.

RESTORING CONFIDENCE AFTER THE LOSS OF A SPOUSE

A compassionate path forward when you need it most

Navigating life after the loss of a spouse is an experience that can't be completely planned for. No checklist or article can fully prepare you for the quiet moments, the tough decisions, or the unexpected waves of emotion that follow. In those first few months, the world often feels unfamiliar—and the future, uncertain.

But even in the hardest seasons, we believe confidence can be restored.

At Vance Wealth, we meet you where you are, not with pressure but with compassion. Whether you're a longtime client or connecting with us for the very first time, our mission is simple: to ease the financial burden, so you can focus on what matters most.

Support Beyond the Numbers

We understand that finances are just one part of this chapter. That's why our approach includes so much more than investment advice. We take the time to listen, gently assess your needs, and guide you, step by step, toward clarity. When needed, we can connect you to trusted professionals in our network, from estate attorneys to tax preparers, so you're supported from every angle.

Here's how we help:

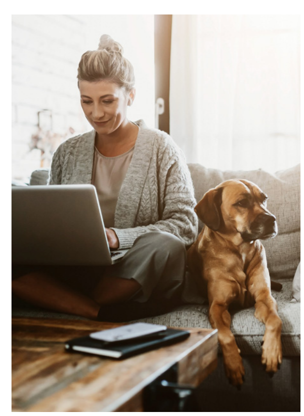
- Organizing and reviewing important documents
- Identifying immediate needs vs. long-term goals
- Coordinating with legal and tax professionals
- Creating a simple, personalized financial roadmap

There's no rush—just thoughtful, steady guidance when you are ready.

A Resource for You and Those You Love

There is no right way to grieve—and no perfect time to plan. But when you're ready to take that first step toward restoring confidence, we'll be here to walk beside you.

If someone you care about is experiencing loss, please know this: we're here for them, too. Even if they've never worked with us or don't plan to. You're welcome to use us as a resource or introduce them to our team. One conversation can make a world of difference.



Reach out today or visit
vancewealth.com/resource-center
We're here to help.

WHAT'S NEW OR EXCITING IN YOUR WORLD—BIG OR SMALL?

Chris:

The Pelches are going through many big changes this summer. We kicked things off with Hanna's Kindergarten promotion, we bought our first home and moved in June, and we are preparing for Benjamin to start school in August!

Robin:

Exciting update from my world: In May, I celebrated a major milestone—my youngest, Marissa, graduated from college! I'm so proud of her dedication and all she's achieved. Cheers to her next chapter!

Bronson:

Olivia, Harrison, and I are enjoying Summer by the pool and spending time with our friends and family. Harrison is so close to taking his first steps!

Niall:

With a busy schedule lately, it felt great to hit pause and catch George Strait, Chris Stapleton, and Little Big Town at SoFi Stadium. The energy was incredible, and there's just something about live country music that helps you reset. It was a much-needed night to slow down, enjoy good music, and unwind.

Brandy:

We're soaking up summer as a family with kids heading into high school, junior high, and elementary this fall—how did that happen?! We're making the most of summer with everything from beach days to birthday parties. Grateful for this sweet season before the school year kicks off.

Selena:

My husband and I recently celebrated our 6-year anniversary with a dreamy getaway to Kauai—sunsets, mai tais, and lots of gratitude. It was the perfect way to recharge and reflect on how far we've come.

Heather:

I'm thrilled to announce that I got married on June 18th, 2025, it was a truly special day filled with love, laughter, and unforgettable memories.

Tara:

This fall, Cam is starting daycare - a big milestone for our family! We're so thankful to have her grandparents nearby, who have supported us since the day she was born. Now, it feels like the right time for a new adventure, and she's excited for what's ahead.

Vance Wealth
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Santa Clarita, CA 91350

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MEET THE INTERNS: Investing in the Next Generation

Each summer, we look forward to welcoming bright, motivated students to the Vance Wealth internship program. It's an opportunity for us to share meaningful mentorship and hands-on experience, while also learning from the fresh perspectives they bring. This year, we're proud to introduce two driven individuals who are already making a meaningful impact.

Lucas Mendoza
Hometown: Valencia
School: Texas Christian University (TCU)
Studying: Finance & Accounting, Minor in Sales

Lucas is passionate about helping others gain financial freedom and sees growth as a lifelong journey, both personally and professionally. The Vance Wealth value that speaks to him most? He's committed to continuous growth.

Sierra Cappella
Hometown: Valencia
School: California State University, Northridge
Studying: Financial Planning

Sierra brings her upbeat energy to everything she does, from her passion for learning the industry to her love for baking desserts. She connects deeply with the firm's value of being passionate, positive and present—a mindset she believes inspires both personal and community impact.

Do you know someone who'd thrive in a mentorship opportunity at Vance Wealth? We'd love for you to connect us.

Team VANC-iversaries
Jason Lane – August 2 – 7 years
Jerrod Ferguson – August 29 – 17 years
Anthony Goring – September 7 – 3 years
Brandy Sanchez – September 20 – 3 years
Carrisa Flores – October 4 – 4 years

Upcoming Team Birthdays
Anthony Goring – August 16
Tyler Tilton – August 20
Shanele Stoll – September 4
Tara White – September 10
Brandy Sanchez – October 4
Britt Skold – October 13

Notable Dates (Office/Market Closed)
Labor Day – Monday, September 1
The office and markets will be closed in observance of the holiday.