

## The market's been a bumpy ride—but it's gone up more often than down

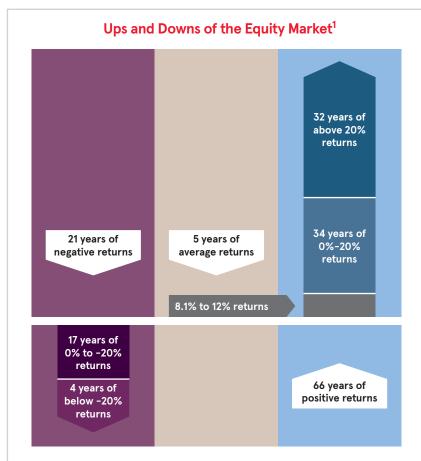
It's true. When you look at the equity market, historically, it has been a roller coaster. So, if you postpone investing until markets stabilize, you might find yourself waiting a very long time. While the annualized return since 1937 is 10.52%, the S&P 500 Index only performed near that average five out of the last 87 years. More interesting is that it has delivered positive annual returns about 76% of the time. That's 66 "up" years. And as the chart shows, around half of those 66 up years have returned gains of 20% or better.<sup>1</sup>

Although past performance is no guarantee of future results, waiting for the market to stabilize could mean missing out on years of big gains.

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S&P 500 Index for the 87-year period ending in 12/31/2023.

<sup>1</sup>Source: Morningstar Direct. S&P 500 Index annual total returns 1937–2023.

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Chart is for illustrative purposes only and not representative of the performance of any particular portfolio, security, or strategy.

## If you think a big loss is painful, try missing out on a big gain

Have you been questioning if you should stay out of the market while it's down? Keep this in mind-markets have historically moved up more often than down. shows, our nation's largest down markets were followed by significan Being in the market at the beginning of a historical upswing could effects on your portfolio.

2015

2011 2007

2005

1994

1992

1987

1984

1978

1970

1960

1956

1948

1947

0.1% to 8%

. In fact	, as th	ne chart	t		2017	21.8%
nt rallie	s.				2013	32.4%
					2009	26.5%
l have p	ositi	ve			2003	28.7%
					1999	21.0%
					1998	28.6%
					1997	33.4%
					1996	23.0%
					1995	37.6%
					1991	30.5%
					1989	31.7%
					1985	31.6%
					1983	22.5%
					1982	21.5%
			2020	18.4%	1980	32.4%
1.4%			2014	13.7%	1976	23.8%
2.1%			2012	16.0%	1975	37.1%
5.5%			2010	15.1%	1967	23.9%
4.9%			2006	15.8%	1963	22.8%
1.3%			1988	16.6%	1961	26.9%
7.6%			1986	18.6%	1958	43.1%
5.2%			1979	18.4%	1955	31.4%
6.2%			1972	19.0%	1954	52.3%
6.5%			1971	14.2%	1951	24.0%
3.9%	2016	12.0%	1965	12.5%	1950	31.5%
0.5%	2004	10.9%	1964	16.4%	1945	36.3%
6.5%	1993	10.1%	1952	18.2%	1943	25.6%
5.4%	1968	11.0%	1949	18.6%	1942	20.1%
5.6%	1959	12.0%	1944	19.5%	1938	30.8%
	_	POSITIV	'E YEA	RS		

12.1% to 20% 20.1% or more

Use the color bars to find the worst year of each major downturn and match it to its rally at the right.

		1	IEGATIV	E YEA	RS			
-20%	-20% or less		-19.9% to -12%		-11.9% to -8%		-7.9% to 0%	
2008	-37.0%	2022	-18.1%	2001	-11.9%	2018	-4.4%	
2002	-22.1%	1973	-14.1%	2000	-9.1%	1990	-3.1%	
1974	-26.3%			1969	-8.4%	1981	-4.9%	
1937	-34.7%			1966	-10.0%	1977	-7.2%	
				1962	-8.7%	1953	-0.9%	
				1957	-10.7%	1939	-0.4%	
				1946	-8.0%			
				1941	-11.6%			
				1940	-9.8%			

;	26.3%
	28.7%
	31.5%
	21.8%
	32.4%
)	26.5%
5	28.7%
	21.0%
	28.6%
	33.4%
	23.0%
	37.6%
	30.5%
	31.7%
	31.6%
	22.5%
	21.5%
	32.4%
	23.8%
	37.1%
	23.9%
	22.8%
	26.9%
	43.1%
	31.4%

2023 2021

2019

0047

Credit Crisis (2007-2009) and Rally (2009) Dot-Com Bust (2000-2002) and Rally (2003) Oil Crisis (1973-1974) and Rally (1975) Recession of 1957 (1957) and Rally (1958) Pearl Harbor (1940-1941) and Rally (1942) Late Depression (1937) and Rally (1938)

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Total returns include the reinvestment of dividends with no fees assessed.

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8.1% to 12%