DAVIDSON
WEALTH MANAGEMENT
of Wells Fargo Advisors

Annual Report
December 2021

"No matter how brilliant your mind or strategy,
if you're playing a solo game, you'll always lose out to a team."

- Reid Hoffman, co-founder of LinkedIn.

The years 2020 and 2021 will forever be remembered. To state the obvious, we were all impacted by the pandemic. Covid was a great disruptor. It exposed how interconnected we all are and how much we need each other, how much we need to work as a team. Some general impacts that we either experienced or witnessed:

- Grief – due to loss of life or of life's experiences. We were by your side as many of you suffered losses. For us, we lost seven family members, nine dear friends and worked with you as you also suffered the loss of loved ones. Like you, our children lost out on school activities, sports seasons and other rites of passage.
- Reflection – leading to new paradigms and priorities.
- Reevaluation – reconsidering work/education and what the paths of each might look like.
- Life goals – retirement, bucket list travel, vacation homes, legacy planning and much more pulled forward.

What did we do?

- We had more meetings with you than ever before, thanks to Zoom. (WE ARE NOW OPEN FOR IN PERSON MEETINGS!)
- We realigned wealth plans as you realigned your priorities and goals. Wealth planning must be dynamic, because life is dynamic.
- We adapted our business plans. We welcomed Lisa Scriba, Alex Cohen and Brent Hann, three new associates to strengthen our team and build for the future. Regrettably, we said goodbye to Celeste Renaldo, Jay Tillman, and Sarah Finegan.
- We retained business coaches outside our firm; and implemented new business alignments and systems to prepare for sustainability and longevity of our mission: to help you be more confident about your finances so that you are more free to focus on building a better life.
- We diligently managed and supervised your investments; discussing them with you during your meetings.

If you are new to our practice, each year we promise a brief accounting of our business health to ensure longevity of our mission of service to you and your family. Below are a few milestones.

- More than 700 client meetings in the past 12 months.
- Over $1 billion of assets under care as of October 2021.
- Recognitions by financial publications are on our website www.davidsonwealthmgt.com.

130 Harbour Place Drive, Suite 200 • Davidson, NC 28036
Tel 704 655-7696 • Toll Free 866 996-7696 • Fax 704 655-9352
www.davidsonwealthmgt.com

We continuously strive to tie our efforts to our values: *Listen Passionately. Execute with Excellence. Overcome Obstacles. Value Faith and Family. Obsess over Clients and Associates.* We hope that we came through for you this past year.

We believe teamwork is a key ingredient in success, both yours and ours. We equate our work to that of "corporate athletes" subordinating individual interests for the benefit of the team that serves you, our clients.

It continues to be an honor and a privilege to serve as a steward of your financial wealth, both present and future. Our mission seeks to align your financial assets and liabilities to your "true wealth," your life. It is a serious business for us. It is also inspiring, because you are inspiring. As ordinary people, we try our best to be authentic and purposeful. Again, we hope we came through for you in 2021.

We appreciate our relationship with you and wish you a meaningful year in 2022.

Thank you for the privilege of serving you.

Christopher M. Senvisky, CFP®, RICP®
Managing Director - Investments

Christopher W. Davis, CFP®, CIMA®
Managing Director - Investments

Michael C. Davis, CFS®
Associate Vice President - Investments
PIM Portfolio Manager

Harriet R. White, CRPC®, RICP®
Financial Consultant
Associate Vice President - Investments

Karen B. Kight
Financial Consultant
Associate Vice President - Investments

Nicholas Androvich
Financial Consultant
Associate Vice President - Investments

Sherry Beamer, CRPC®
Financial Consultant

Steven Giguere, FPQP™
Financial Consultant

Lisa Scriba
Senior Registered Client Associate

Cherie R. Almaraz
Senior Registered Client Associate

Paola Angeles
Client Associate

Sue Cohen
Client Associate

Alex Cohen
Client Associate

Brent Hann
Client Associate

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