## **Upcoming Events**

Lucien, Stirling & Gray invites you to attend our

## **Fireside** Chat

### **Speaker: Thomas Twombly**

February 25, 2010

6:30 - 8:00 pm

	General	Market R	<u>esults</u>		
	4 <sup>th</sup> Quarter	YTD	One Year	Three Year	Five Year
СРІ	0.17%	2.90%	2.90%	2.34%	2.60%
DJI	8.10%	22.68%	22.68%	-3.12%	1.95%
Nasdaq	6.91%	43.89%	43.89%	-2.06%	0.85%
S&P 500	6.04%	26.46%	26.46%	-5.63%	0.41%
Russell 2000	3.87%	27.17%	27.17%	-6.07%	0.51%
MSCI World ex US	3.74%	41.45%	41.45%	-3.49%	5.83%
Barclays Captl Agg Bd	0.20%	5.93%	5.93%	6.04%	4.97%

Lucien, Stirling & Gray Advisory Group, Inc. is a Registered Investment Advisory firm providing fee-based asset management and planning services to individuals, corporations, trusts and foundations.

For more information about our firm, please visit our website at www.lsggroup.com • Model holdings may change due to ongoing management • Sector and style breakdown is constructed with the best available information and therefore is only as accurate as the available information • Past performance is no guarantee of future results • It is impossible to invest directly in indices • Percentages may not equal 100 due to rounding



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# FOURTH QUARTER REPORT 2009

LUCIEN, STIRLING & GRAY DVISORYGROUI "Smart Decisions About Serious Money" 4005 Guadalupe Austin, Texas 78751 Phone: 512-458-2517 Fax: 512-458-3120 www.lsggroup.com

## **MESSAGE FROM THE** PRESIDENT

Thomas G. Twombly

**Thomas Twombly** President

Walter L.Wilson, III Exec. VP, Operations

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Glenda Summers, **CFP**<sup>®</sup>

Sr. Advisor Associate

**Cass Grange** Sr. Advisor Associate

**Megan Poore** Sr. Advisor Associate

**Bleckley Dobbs**, **CFP**<sup>®</sup>

Sr. Advisor Associate

This marks not only the end of a tumultuous year, but the end of a particularly tumultuous decade that has challenged individual investors and investment advisory firms alike. (Trust me, the last ten years have been more challenging than we could possibly have imagined a decade ago.) Therefore, it seems fitting to focus some attention here not on shortterm highly transitory events, but on the long-term, largely unchanging principles that we believe have helped lead to our firm's success, and hopefully to earning the lasting trust and confidence of the clients we work so hard to serve.

In a world of breathtaking change, the temptation is to focus solely on the urgent issue of the day, and thereby to run the risk of losing sight of some truly important long-term guideposts. These guideposts often mark the difference between success and failure. Pausing every so often to reaffirm their value is important, and is one of the keys to leading a life of consequence.

In the middle of 2002, during the worst phase of the first major market collapse of this so-called "lost decade," in the months that followed the shock of 9-11, the fear and outrage at the collapse of Enron, and the disgust at the daily revelations of corporate fraud and malfeasance that then made companies

#### January 2010

We are pleased to provide you with our report for the period ending December 31, 2009.

like WorldCom and people like Bernie Evers household names, we took such a pause. We invested time, as a team, to discuss, identify, and define the core principles and beliefs that we believe make us who we are. It was one of the most valuable investments we have ever made, and it continues to pay dividends. Not only did it help us to endure that miserable period by allowing us to focus on something we could control (as we have often encouraged our clients to do) it also helped to prepare us for the most recent crisis, and to guide us through some equally trying times with a sense of perspective about what we hold most important.

Out of those discussions, in particular, came a focus on integrity and teamwork. With trust then apparently so lacking in the corporate world, and with highprofile "leaders" so focused on their

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own selfish aims at the expense of others whom they were supposed to serve (does this sound familiar?) it became clear that we might stand out for adhering to a different set of principles; core beliefs that support the primacy of fiduciary relationships and shared commitment.

With much of the financial industry now in a state of turmoil, and with huge numbers of advisors recently changing firms or leaving the profession, our clients take great comfort in knowing that our professional advisors have worked together in a stable, consistent environment for an average of eleven

#### years. Our advisors, in turn, derive a sense of confidence from the fact that the leadership of this firm has worked together since our founding 18 years ago, and that each of our support staff too has been an important part of this team for many years. In short, we know each other and we trust each other. It's not an accident, therefore, that we are trusted by others.

Operationally, we continue to do everything we can to reinforce that sense of integrity. We hold ourselves accountable for addressing issues that can lead people to feel a sense of anxiety and fear about the management of their finances. As a Registered Investment Advisor, Lucien, Stirling & Gray Advisory Group, Inc. is ethically and legally bound to act as a fiduciary – always placing the interests of our clients ahead of our own - and we are proud of that responsibility. We are fee-only, which means we do not sell products, we do not accept commissions, and the only revenue we derive is from the fees paid directly to us by our clients - and we take pains to make sure those fees are fully and regularly disclosed. Additionally, because we have always been a noncustodial fiduciary, our clients have the confidence of knowing that their investment assets are always held by an independent third-party custodian. (With Bernie Madoff and Alan Stanford on people's minds, and with recent revelations of local firms who are alleged to have misappropriated assets, this offers our clients a great deal of comfort.)

While we always strive to provide our clients with good investment results, we are firmly convinced that investment performance alone will never allow our clients to achieve the results they want. Investment performance is only one small part of the overall success equation. More important on the whole is appropriate *investor behavior*, practiced and polished over the lifetime of a well-defined, well-executed plan. This is where we strive to provide our unique value. In our experience, nothing builds confidence, discipline, and faith in the future as effectively as having a trusted advisor to keep you on track, accountable, and making sure that important things get done in a prudent, systematic manner.

As always, if there is anything you need from us that we are not already providing, please let us know.

Thank you for your continued confidence and trust.

Thomas G. Twombly

President

#### **INVESTMENT COMMENTARY**

The last twelve months has been at once one of the most challenging and one of the most rewarding periods we can remember, both for financial markets and for our clients.

We began the year under severe stress, as markets shook off the hopes that had been inspired by a late 2008 rally, and resumed the gut-wrenching declines that characterized much of the second half of the previous year. Fear and panic were palpable as banks teetered on the edge of survival, a new presidential administration struggled to find its footing, and the news media relentlessly pounded out the back beat of the coming global depression. By the second week of March, stock markets both here and abroad had fallen to levels not seen in over a decade, down as much as 25% from the beginning of the year, bonds of all but the highest credit quality had dropped precipitously, and portfolios everywhere were again showing breathtaking losses. Unemployment rates were rising sharply, mortgage delinquencies and foreclosure filings were increasing at an alarming pace, and sporting good stores throughout the country were reporting severe shortages of guns and ammunition as petrified people prepared for Armageddon. Even the most sanguine of investors were tested, and reports abound that large numbers of individuals and institutions alike, who either didn't have the benefit of trusted professional advice or had lost complete faith in their long-term strategies, finally gave up and sold many of their holdings to cash.

In what proved to be the cruelest of turns for those who succumbed to panic, markets as a whole suddenly reversed course on March 10th, and have since experienced one of the most powerful rebounds in history. Stock and bond markets throughout the U.S. and the world exploded upwards. By the final quarter of the year, broadly-followed large-cap U.S. indexes had registered gains of 67% or more from their March 9th lows. Traditionally riskier sectors such as high-yield bonds, small-cap equities, and emerging market stocks experienced even more notable results, as worldwide government stimulus programs gained traction and quickly began to restore a willingness among certain investors to re-embrace risk.

Against this backdrop, we continued to maintain broad diversification in portfolios, as we have historically done, but we also took somewhat more active steps

in many of our model portfolios to focus allocat towards various sectors in an effort to adapt to som the more notable risks and opportunities we obser Though we will never be proponents of large s "market timing", and while we prefer to allocate log term assets to best-in-class money managers and a them to take primary responsibility for most sh term allocation decisions, this was an environn where we found it beneficial to engage in some n deliberate (though still measured) changes.

Early in the year, as an example, we opted to sell m of the positions we had taken in U.S. Governme bonds during 2008, and reposition those asset managers in the corporate bond arena. Interest i had dropped significantly in the interim, and grade debt securities had risen impressively in v while lower rated bonds had fallen to levels seen in decades on fears of default risk. Startin the third week of March, as it became evident market sentiment had begun to change, we also be gradually to reduce the cash positions we had car in many portfolios through much of 2008, and to incrementally to allocations we have with vari equity managers, especially those who focus in technology space. Each of these decisions proto be particularly beneficial, both as to timing to results, as corporate bond markets subseque staged one of the most impressive rallies on rec and as equity markets as a whole, and particul technology stocks, followed suit. Late in the y after experiencing gains approaching 50% in som the bond holdings, we took steps to reduce expos to corporate bonds, and to add back in some Government bonds, particularly Treasury Infla Protected Securities (TIPS).

Looking forward, we are cautious and bro diversified. Though market performance has b impressive, and though we are particularly happy recent risk-adjusted results, underlying econor are still impaired, and it remains to be seen how will respond once government stimulus progr begin to wane. Given the speed and power of recent rebound, and the absence of any notable back in stock markets to date, we suspect we long overdue. As always, we encourage our client maintain a long-term view, to continue to main tight controls on personal spending, and to rem as adaptable as possible to an economic climate continues to undergo substantial change.

4th Quarter	YTD	1 Year	3 Year	<u>5</u> }
3.24%	15.24%	15.24%	-0.40%	3.5
Inception Date	06/03/1999			
Core Growt	h Model			
4th Quarter	YTD	1 Year	3 Year	5 1
3.53%	21.50%	21.5%	-1.24%	3.4
Inception Date	05/31/2003			
Growth Mod	lel			
4th Quarter	YTD	1 Year	3 Year	5
4.02%				
Inception Date				
Specialty M	odel			
Diversified (		odel		
4th Quarter				
4.93%		26.04%	-3.92%	2.1
<b>4.93%</b> Inception Date		26.04%	-3.92%	2.1
		26.04%	-3.92%	2.1
	10/31/00	26.04%	-3.92%	2.1
Inception Date	10/31/00	26.04%	-3.92%	2.1
Inception Date Education M UT ORP	10/31/00 fodels			
Inception Date Education M UT ORP <u>4th Quarter</u>	10/31/00 fodels YTD	1 Year	3 Year	5
Inception Date Education M UT ORP <u>4th Quarter</u> 3.45%	10/31/00 fodels <u>YTD</u> 19.04%		3 Year	5 1
Inception Date Education M UT ORP <u>4th Quarter</u>	10/31/00 fodels <u>YTD</u> 19.04%	1 Year	3 Year	5 1
Inception Date Education M UT ORP <u>4th Quarter</u> 3.45%	10/31/00 fodels <u>YTD</u> 19.04%	1 Year	3 Year	5 1
Inception Date Education M UT ORP <u>4th Quarter</u> 3.45%	10/31/00 fodels <u>YTD</u> 19.04% 0/1999	1 Year	3 Year	5 1
Inception Date Education M UT ORP <u>4th Quarter</u> 3.45% Inception 08/10	10/31/00 fodels <u>YTD</u> 19.04% 0/1999	1 Year	3 Year	5 1
Inception Date Education M UT ORP <u>4th Quarter</u> 3.45% Inception 08/10	10/31/00 fodels <u>YTD</u> 19.04% 0/1999 Growth	1 Year	<u>3 Year</u> -2.00%	5 1
Inception Date Education N UT ORP <u>4th Quarter</u> 3.45% Inception 08/10 Retirement <u>4th Quarter</u> 3.77%	10/31/00 fodels <u>YTD</u> 19.04% 0/1999 Growth <u>YTD</u> 27.04%	<u>1 Year</u> 19.04%	<u>3 Year</u> -2.00% <u>3 Year</u>	51
Inception Date Education M UT ORP <u>4th Quarter</u> 3.45% Inception 08/10 Retirement <u>4th Quarter</u>	10/31/00 fodels <u>YTD</u> 19.04% 0/1999 Growth <u>YTD</u> 27.04%	<u>1 Year</u> 19.04% <u>1 Year</u>	<u>3 Year</u> -2.00% <u>3 Year</u>	5 \ 2.7
Inception Date Education N UT ORP <u>4th Quarter</u> 3.45% Inception 08/10 Retirement <u>4th Quarter</u> 3.77%	10/31/00 fodels <u>YTD</u> 19.04% 0/1999 Growth <u>YTD</u> 27.04%	<u>1 Year</u> 19.04% <u>1 Year</u>	<u>3 Year</u> -2.00% <u>3 Year</u>	5 1
Inception Date Education M UT ORP <u>4th Quarter</u> 3.45% Inception 08/10 Retirement <u>4th Quarter</u> 3.77% Inception Date	10/31/00 fodels YTD 19.04% 0/1999 Growth YTD 27.04% 06/03/1999	<u>1 Year</u> 19.04% <u>1 Year</u> 27.04%	<u>3 Year</u> -2.00% <u>3 Year</u> -2.88%	51
Inception Date Education N UT ORP 4th Quarter 3.45% Inception 08/10 Retirement 4th Quarter 3.77%	10/31/00 fodels YTD 19.04% 0/1999 Growth YTD 27.04% 06/03/1999	<u>1 Year</u> 19.04% <u>1 Year</u> 27.04%	<u>3 Year</u> -2.00% <u>3 Year</u> -2.88%	5 \ 2.7
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