



June 2020

Dear Client:

This year, we are proud to celebrate Woodmont Investment Counsel's 20th anniversary. For us, reaching this milestone is both an opportunity to reflect on what we have accomplished and the right time to lay the groundwork for the next 20 years.

As you may have read in the [Nashville Post](#) or [The Tennessean](#), we've recently added several members to our senior management team — Josh Ireland, our Chief Operating Officer, and Senior Vice Presidents Grace Bennett and Lindsay Youngbauer. If you have not met them, we are confident that when you do, you will understand why we find them so exceptional.

Woodmont's culture embraces highly skilled, intellectually curious, team-oriented individuals who seek continuous improvement. Each of our new team members possesses these qualities, as well as an extraordinary, and perhaps somewhat unconventional skill sets that are different from what you might see at other investment firms — Josh's nuclear engineering background being a notable example.

Yet, in making these hires, we carefully considered the evolution of the investment business and how these team members' knowledge and backgrounds will help us build upon our existing capabilities and position the firm to deliver top-tier wealth management services not just today, but in years and decades to come.

Some things will never change — such as our focus on being the best possible investment partners with our clients. Yet, as the world changes and our clients' needs evolve, we must be proactive about shaping our company with cutting-edge technology, expert advisers and a forward-thinking philosophy to meet these changes.

This is evident in our hire of Lindsay Youngbauer, Woodmont's first-ever Certified Financial Planner (CFP) — a certification that requires deep knowledge of all aspects of financial planning. Lindsay's 15 years of experience serving wealthy families will help Woodmont attain a deeper understand of clients' circumstances, needs and goals, which are increasingly important when developing personalized long-term investment strategies. As a CFP, Lindsay has pledged to serve as a fiduciary, always placing clients' interests in front of her own — the same high standard Woodmont has operated under since we opened our doors 20 years ago.

Similarly, Grace Bennett is a key addition as we evolve from a small firm to one of the larger RIAs in the region. Before joining Woodmont, Grace worked with a \$12 billion RIA and brings knowledge of the industry's best practices. In addition, she has a background in ESG

(environmental social governance) investing, a forward-thinking investment approach we believe will appeal to many clients.

Finally, Josh Ireland brings a unique but highly relevant background that is already helping Woodmont build a best-in-class technology and operating platform. As a former nuclear engineer and tech entrepreneur with six years of recent investment management experience, Josh thinks strategically and creatively, both ideal qualities for his role.

Nashville is in our firm's lifeblood. Our lineage extends to the first Nashville investment firm to buy a seat on the New York Stock Exchange — J.C. Bradford — which owned our predecessor firm, Davidson Partners. In 2000, when we became Woodmont Investment Counsel, we made it our mission to continue improving upon and refining our predecessor's business, which was concentrated in investment management.

While we pride ourselves on maintaining the firm's investment management roots, we also recognize the importance of broadening the firm's capabilities to serve the growing needs of our clients. Intelligence, agility and collaboration are more important than ever as we devise personalized and innovative investment solutions.

We look forward to introducing you to our new team members and to further conversations about how we can help you and your family achieve financial goals now and in the future.

If I can ever do anything for you, please do not hesitate to ask. Thank you for your continued trust, confidence and friendship. It is an honor and privilege to serve you.

Yours truly,

Scott Burns, CEO