



INVESTMENT STRATEGY

Third Quarter 2020

ECONOMY

- The COVID-19 pandemic continues to wreak havoc on the global economy. The public health crisis has pushed much of the world into a recession, the length of which remains unknown.
- Together, US lawmakers and the Fed have pumped trillions of dollars back into the markets and the economy. Investors took notice and the markets rallied back nearly as fast as they fell. Only time will tell if they were successful in staving off a deep recession.
- First quarter GDP showed a 5% decline, the biggest decline since the 8.4% drop in the fourth quarter of 2008.
- While unemployment claims remain very high, the numbers have recovered modestly from the record levels reached during the initial virus induced shutdown.

MARKETS

- In the second quarter, U.S. equities recovered quickly from the first quarter's decline.
- The Federal Reserve and Congress acted quickly in providing massive, unprecedented stimulus to both the economy and the markets.
- All S&P 500 sectors gained in Q2, led mostly by Technology, Consumer Discretionary, and Energy.
- Bond markets rallied, as a wide Fed bond buying program was initiated and global investors continued to seek safety in treasuries.
- Yields are at all-time lows, making it difficult for savers to find income producing investments. We believe that yields will stay low for some time.

STRATEGY

We continue to focus on risk reduction, through:

- Appropriate asset allocation
- Intermediate-term bond maturities
- Over-weight recession resistant sectors (consumer staples, health care, utilities)

	Eastover Core Model Portfolio	S&P 500 Index
Dividend Yield	3.12%	1.86%
Forward P/E	22.55	21.88
Equity Beta	0.80	1.00
Portfolio Beta (w/ cash)	0.64	1.00

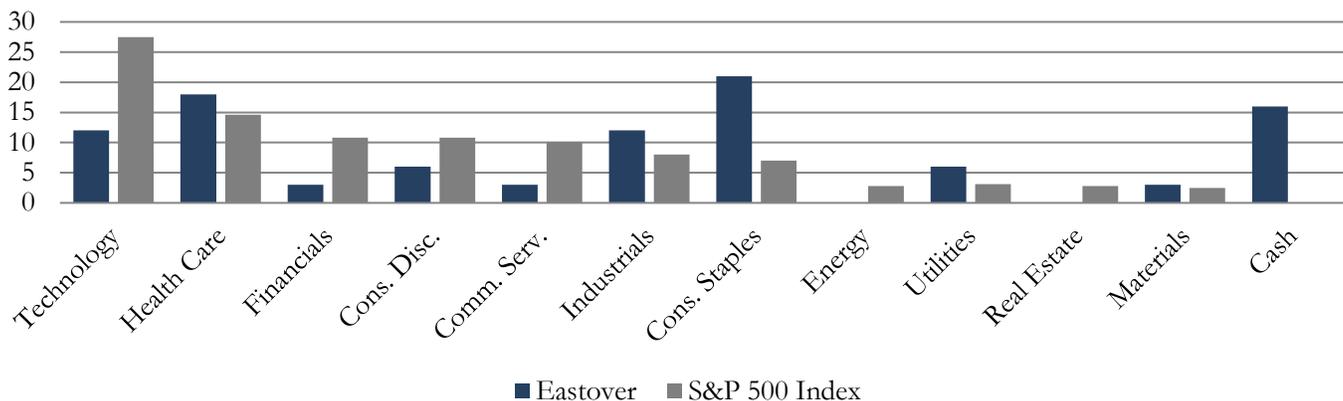
Top 5 Holdings*

Microsoft Corporation (MSFT)
Clorox Co (CLX)
Apple Inc. (AAPL)
Dollar General Corporation (DG)
Lowe's Companies Inc (LOW)

**As of June 30, 2020*

EQUITY ALLOCATION

As Of June 30, 2020



Holdings and Equity Allocation are as of June 30, 2020 and subject to change. The specific securities identified and described within this presentation do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable.

Will Mackey
CEO & Client Advisor



Will serves as Chief Executive Officer and Client Advisor for Eastover. Prior to joining Eastover, Will served multiple national and regional firms in his over 27 years in the investment industry. He started out as a Financial Advisor, and since then has held multiple leadership roles, including National Sales Manager, Director of Business Development, and founder and CEO of a FINRA member firm. He received a bachelor's degree from the University of South Carolina.

Outside of Eastover, Will spends his time with his family and is a member of New City Church. He enjoys a friendly/competitive round of golf with his friends and cooking on his Big Green Egg.

Donn Toney
Co-Founder &
Economic Advisor



Donn cofounded Eastover in 1988. Prior to Eastover, he founded Interstate Asset Management, a subsidiary of Interstate Securities, now a part of Wells Fargo. Donn serves as our Economic Advisor and is a member of our Investment Policy Committee. He brings over forty-five years of industry experience to the table. He received a bachelor's degree from Indiana University and an MBA from the University of Hartford.

When he isn't working, he spends time with his wife of 50 years, Dottie; his two daughters; and five granddaughters — taking trips and watching or playing sports. Donn is also involved at his church and at the Charlotte City Club.

Justin M. Brooks, CFA
Portfolio Manager



Justin joined Eastover in March 2015. He handles all the trading, research, and portfolio management duties of the firm. Prior to Eastover, Justin supported the New York Institutional trading desk for Merrill Lynch. He received a bachelor's degree in Economics from Clemson University. Justin is a member of our Investment Policy Committee. He holds his Series 65 license and is a CFA® charterholder.

When he isn't in the office, Justin tries to spend most of his time outdoors with his family and friends. He enjoys travelling the world with his wife and tackling renovation projects on their home.

David Morgan
Client Advisor



David joined Eastover in 2009 and brings over twenty-five years of experience in the investment, trust and private banking industries. As a Private Client Advisor, he worked with high net worth clients in all facets of family wealth management and planning. David also is a member of our Investment Policy Committee. A Charlotte native, he graduated with a Bachelor's of Science from Appalachian State University.

He has been involved with the Mint Museum of Craft and Design, has fundraised for the United Way & The Arts and Science Council, & is currently assisting with Loaves and Fishes. He is President of the Park Crossing Recreation Club in South Charlotte & President of the Delta Zeta Chapter of Pi Kappa Phi Alumni Association.

Jon Nee
Client Advisor



Jon joined Eastover in 2019 with thirty years of experience in the financial planning, investment, private banking and trust arenas. In Jon's various roles, he assisted affluent families to simplify all their financial priorities. Jon graduated with a Bachelor of Science degree from West Virginia Wesleyan College.

Jon has been a member of the Children's Theater of Charlotte Board as well as a member of the Charlotte Arts and Science Grant Board. During his free time, Jon devotes his time to his wife and the various activities that involve his son or daughter. He also enjoys playing a tennis match or a round of golf with his friends.

Anna Maria Jackson
CFP® & Office Manager



Anna serves as the Office Manager for Eastover. Since joining Eastover in 2013, she has completed the Financial Planner graduate course of study at Queens University, obtained the CERTIFIED FINANCIAL PLANNER™ marks from the CFP Board of Standards and holds a Series 65 license. Prior to joining Eastover, Anna was an Administrative Assistant at Cranfill, Sumner and Hartzog LLP. She received a bachelor's degree in Psychology and Public Health from the University of North Carolina Charlotte.

Outside of Eastover, Anna and her husband enjoy traveling and being involved in the Charlotte community. Anna is an active member of her church, St. Nektarios Greek Orthodox Church.