

March was a maddening month, not for basketball but all the negative headlines. We saw consumer sentiment drop precipitously from prior months, and consumer expectations about the future hit a 12-year low.^[1]

Such negative outlooks may be due to the uncertainty surrounding tariffs, which also spurred talk and concerns of a potential recession.

With all these negative headlines, you might be wondering if it's a good time to get out of stocks.

Is Selling a Good Idea?

We won't know if this is a good time or bad time to invest until well after the fact. You can't know these things ahead of time.

But we do know that selling stocks and trying to guess when to buy back is akin to gambling. You have to be lucky to make it work and may end up on the losing side.

Even if this ends up being a "bad time" to invest, it still pays to stay the course. Historically, investing on the precipice of major crises has been profitable for investors that stayed the course. Here are some *annualized returns* for investors from before the crisis:^[2]

·	1987 – Black Monday	+11.1%
·	2000 – Tech Bubble Burst	+ 7.6%
·	2007 – Global Financial Crisis	+10.3%
·	2020 – COVID Crash	+14.3%

Final Thoughts

While we are facing increased uncertainty with the economy and markets, the best course of action, despite how you may feel, is to stay the course. This is because the markets have a strong history of recovering and generously rewarding those investors who exercise patience and discipline.



^[1] CBS News. *Consumer confidence slumps to 12-year low as Americans fret over their financial prospects*. March 25, 2005.

^[2] Ritholtz Wealth Management via NYU. Returns are of the S&P 500 Index and include the reinvestment of dividends. The Standard & Poor's 500 Index is a capitalization weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. All indices are unmanaged and may not be invested into directly. Past performance does not guarantee future results.

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Forbes America's Best-in-State Wealth Advisors 2018, 2019, 2020, 2021, 2022, 2023
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The appropriateness of a particular investment strategy will depend on an investor's individual circumstances and objectives.

2018, 2019, 2020, 2021, 2022, 2023, 2024 Forbes Best-In-State Wealth Advisors

Source: Forbes.com (Awarded 2018, 2019, 2020, 2021, 2022, 2023). Data compiled by SHOOK Research LLC based 12-month time period concluding in June of year prior to the issuance of the award. [Awards Disclosures](#)

2017, 2018, 2019, 2020, 2021, 2022, 2023 Forbes America's Top Next-Gen Wealth Advisors & Top Next-Gen Wealth Advisors Best-in-State (formerly referred to as Forbes America's Top Next-Gen Wealth Advisors, Forbes Top 1,000 Next-Gen Wealth Advisors, Forbes Top 500 Next Generation Wealth Advisors) [Awards Disclosures](#)

Source: Forbes.com (Awarded 2017, 2018, 2019, 2020, 2021, 2022, 2023). Data compiled by SHOOK Research LLC based on 12-month period concluding in Mar of the year the award was issued. [Awards Disclosures](#)

2015-2023 Five Star Wealth Manager Award [Awards Disclosures](#)

Source: fivestarpromotional.com (Awarded 2015-2023) These awards were determined through an evaluation process conducted by Five Star Promotional, based on objective criteria, during the following periods:

2015 Award - 11/30/14 - 5/18/15

2016 Award - 11/30/15 - 5/18/16

2017 Award - 9/26/16 - 4/28/17

2018 Award - 10/24/17 - 5/21/18

2019 Award - 10/22/18 - 5/3/19

2020 Award - 10/27/19 - 4/24/20

2021 Award - 11/30/20 - 6/25/21

2022 Award - 12/31/21 - 6/10/22

2023 Award - 11/14/22 - 5/31/23

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