

Golf Lessons

A couple of years ago I was struggling with my putting. Two close golfing buddies and good players suggested that I go take a lesson from Blake Adams, a PGA Tour veteran and highly respected instructor in the golf world. At the end of our session, I joked that he hadn't said a single thing about my putting stroke.

What struck me most was that the lesson wasn't about mechanics—it was about **mindset**. We spent that lesson talking about the mental side of the game: controlling my "circle", accepting outcomes, and most importantly, trusting the process. Blake emphasized that better golf isn't about perfect technique; it's about a consistent and intentional approach — preparing, visualizing, and executing each shot with purpose.

Blake and I clearly connecting on the process over outcome philosophy. Process is controllable and outcome isn't. We've become close friends and work with each other often.

I mentioned to Blake that these same lessons apply to my day job.

A successful investment strategy isn't about a few lucky calls or one-off wins. It's built on discipline. On consistency. On process. It's the result of a thoughtful and repeatable system of evaluating. Buying and selling even when outcomes aren't immediate or perfect.

Whether it's on the fairway or in the market, results are just a by-product. The real work—and the real success—lies in the process.

Please let me know if you'd like to discuss your putting stroke, markets or anything else on your mind.

My Very Best,



Jack Green, CFP®
Portfolio Management Director
Financial Advisor
jack.green@ms.com
706-227-4022 (Office)
225 S. Milledge Ave.
Athens, Ga 30605

The views expressed herein are those of the author and do not necessarily reflect the views of Morgan Stanley Wealth Management or its affiliates. All opinions are subject to change without notice. Neither the information provided nor any opinion expressed constitutes a solicitation for the purchase or sale of any security. Past performance is no guarantee of future results.

Information contained herein has been obtained from sources considered to be reliable, but we do not guarantee their accuracy or completeness. Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors or Private Wealth Advisors do not provide tax or legal advice. Individuals should consult their tax advisor for matters involving taxation and tax planning and their attorney for matters involving trusts, estate planning, charitable giving, philanthropic planning or other legal matters.

This material has been prepared for informational purposes only. It does not provide individually tailored investment advice. It has been prepared without regard to the individual financial circumstances and objectives of persons who receive it. Morgan Stanley Smith Barney LLC ("Morgan Stanley") recommends that investors independently evaluate particular investments and strategies, and encourages investors to seek the advice of a Morgan Stanley Financial Advisor. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Past performance is no guarantee of future results. Morgan Stanley Smith Barney LLC. Member SIPC.

CRC#4641743 07/2025