

PROFESSIONAL FINANCIAL SERVICES, INC.

THE PRACTICE OF INSURANCE AND FINANCIAL SERVICES

A REGISTERED INVESTMENT ADVISOR

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ROBERT E. TUCKER
PRESIDENT

November 4, 2010

Mr. Robert E. Tucker
10913 Lawyers Road
Reston, VA 20191

Dear Bob:

2011 Calendar

It is a pleasure to enclose our 2011 Planning Calendar. It is but one way to say "thank you" for allowing us to serve you, and hopefully, it will help you start planning for 2011!

Office Happenings

We've just installed four new, state-of-the-art, high-speed computers. Our systems were really good – now they are superior!

The office now includes a 52" flat screen television to serve as a monitor for our presentations, a reorganized conference room, and coming soon will be a secure online system that will allow us (and you) to load in all accounts – assets of all types and liabilities – and balances will be downloaded daily. Here's the great part: once it's up and running, you will be able to go online, press a button, and have a current summary and details of your financial data 24 hours a day, 365 days a year.

You will ALSO be able to store in electronic "vaults" your important documents: wills, trusts, powers of attorney, deeds, birth certificates, marriage certificates, insurance policies, etc., etc. Your access to the vaults and your financial data will be only a function of having internet access.

Cost to you??? ZERO!

Effort required on your part – some, but well worth it!

We'll have more updates on this initiative over the next two months. My key assistant, Faye Messer, has already done substantial online training, and both she and I are going to a three-day intensive on-site training session in Philadelphia in early November. Our objective is to launch the entire program in January 2011. So, stay tuned.

Securities Transactions Offered Through

H. Beck, Inc., Member FINRA/SIPC, 11140 Rockville Pike, 4th Floor, Rockville, Maryland 20852, (301) 468-0100
Robert E. Tucker is a registered representative of H. Beck, Inc., which is unaffiliated with Professional Financial Services, Inc.

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Market Commentary

83.333% of 2010 is in the history books. I've been hearing all year about a poorly performing market in 2010. The S&P 500 is up +7.8% as of 10/31/2010. The Dow exceeds 11,000 – up 6.62% for the year. Not fantastic, but a whole lot better than predicted.

However, money market rates are about .04% - that's 4/100ths of 1%. Treasury Bills are .11%, and CD rates continue to be extremely low.

A whirlwind of refinancing mortgages has occurred over the last few months. I joined the fray, and chopped my loan rate to 4.25% with a 15 year loan. I bought my first house in 1981 – first trust at 15 1/8% and second trust at 10 1/4%. A 4 1/4% loan is – well – wonderful!!

You might want to consider refinancing your mortgage loan. If it makes sense to do so and if you can reduce your monthly payment, you may want to refinance but continue to make the same payment you're currently making, thereby shortening the period of the loan.

And then there is gold – up \$315.10 per ounce in the last twelve months, it now stands at \$1,359.80 per ounce. Remember last year, when many thought gold couldn't possibly go up?

So, in summary, equities are “up”, interest rates and bond yields are “down”, and gold is “up”. Where will we be at year end? A year from now?

I can report that nothing has changed. I do NOT know, but here's what I have believed, believe now, and will continue to believe: the best strategy is broad diversification, which means the use of a lot of different investments and asset classes – including equities, bonds, cash, gold and precious metals, real estate, energy, annuities and cash value life insurance.

As always, call us if you would like to review your situation regarding assets you have invested with us and all of your other asset accounts. It always makes sense to look at the composite whole.

Tax Update

There isn't any – yet! Will Bush era tax cuts expire or be extended, and if so, for whom? Will estate tax law be changed or will federal estate taxes start again in 2011 with a \$1,000,000 per person exemption – not the \$3,500,000 exemption in 2009?

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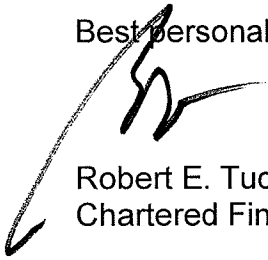
Frankly, I don't see a practical incentive for Congress to deal with the estate tax question anytime soon. With massive debts, an increase in the \$1,000,000 per person exemption starting 1/1/11 would simply mean less revenue for the government – not to mention it would benefit the wealthy – a seemingly unpopular notion.

We'll see what a new Congress gets done!

Final Thoughts

I have just one. It is to express my sincere appreciation to you for allowing me to continue to be of service to you. It is a privilege.

Best personal regards,

A handwritten signature in black ink, appearing to be 'R. Tucker', with a long, sweeping underline that extends to the left and then curves back towards the signature.

Robert E. Tucker, CLU
Chartered Financial Consultant

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Enclosure