

The

MERRITT POINT MINUTE

GUIDING CLIENTS THROUGH THE COMPLEXITIES OF WEALTH MANAGEMENT



October, 2025

Advisor Spotlight: Nasdaq Advisors Council



Sheila Spicehandler, CRPS®, MBA, APMA®

Senior Vice President

We are thrilled to celebrate Sheila Spicehandler, CRPS®, MBA, APMA® on being named to the Nasdaq Advisors Council!

Sheila embodies the qualities of excellence and client dedication that define the very best in our industry. At Merritt Point Wealth Advisors, we are extremely proud to partner with outstanding advisors like Sheila who continue to raise the bar.

Congratulations, Sheila, on this well-deserved recognition!

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TEAM BIRTHDAYS



Jonathan Nuzzaci
Executive Director -
Investments
October 1st



Alex Mills
Vice President - Head of
Operations
October 5th



Dan Dodderidge, RICP
Executive Vice President -
Investments
October 16th



Dee Lawrence
Executive Vice President -
Investments
October 20th



Emma Gerchberg
Senior Associate
November 13th



Beth Cutler
Founder, President
November 23rd



Kate Welch
Wealth Strategist
December 30th



Ross Bauer
Founder, COO

Economic Commentary

In Q2 2025, the U.S. economy delivered a surprisingly strong rebound: real GDP rose at an annualized rate of 3.8 percent, driven largely by a drop in imports and resilient consumer spending. Yet beneath that headline print, the fundamentals were more mixed: core growth (i.e. “final sales” excluding trade, inventories, and government) expanded more modestly, and business investment and exports remain under pressure amid elevated policy uncertainty and tariff dynamics.

Through Q3, momentum has cooled. Growth forecasts for 2025 have been tempered to the 1.4–1.9 percent range, reflecting drag from persistent tariffs, tighter financial conditions, and weakening labor markets. Inflation pressures remain a wildcard—sticky in some categories, but with signs of easing overall.

Against this backdrop, our investment philosophy continues to emphasize balance and resilience. We remain well diversified across asset classes and geographies, with a modest underweight to the technology sector to moderate exposure to its higher volatility under policy and valuation stress. By spreading risk and tilting away from overly concentrated tech bets, we believe our portfolios are better positioned to navigate the uncertainty ahead.

Merritt Point Wealth Advisors Welcomes:



Tom Hargrove
Managing Partner

Tom joins the Willow Bend Wealth Management team in Plano, TX. Congratulations to Tom Hargrove, Managing Partner, Jason Hoofnagle CFP®, Managing Partner, Chris Offner, Managing Partner, and the entire Willow Bend group on this exciting addition to their team!



Rebecca Scala
Associate

Rebecca Scala joined Merritt Point Wealth Advisors in July. Congratulations to Anthony D'Ambrosio, Executive Managing Director, Partner, Wealth Advisor - Senior PIM Portfolio Manager, Michael A. Salimbene, Executive Managing Director, Partner, Wealth Advisor - Senior PIM Portfolio Manager, Rob Schaefer CFP®, Senior Wealth Planning Strategist, and Michelle D'Ambrosio, Senior Associate, Team Administrator on this great addition to their team!

Team Anniversaries



Alex Mills
Vice President - Head of
Operations
5 Years



Emma Gerchberg
Senior Associate
1 Year

UPCOMING NYSE HOLIDAYS

*Please be advised that our offices will be closed in observance of the following market holidays:

Thanksgiving Day
Thursday, November 27th

Christmas Day
Thursday, December 25th

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2025 AdvisorHub 200 Advisors to Watch: Over \$1B list

We are pleased to announce that our Jason Andrews Founder, CEO and Ross Bauer Founder, COO has been listed on the esteemed 2025 AdvisorHub 200 Advisors to Watch: Over \$1B List!

Congratulations, Jason and Ross, on this exciting recognition!



AdvisorHub Advisors to Watch: Awarded June 2025; Data compiled by AdvisorHub based on the time period from 12/31/23 - 12/31/24 (Source: AdvisorHub). o The AdvisorHub 2025 Advisors to Watch (A2W) rating produced by AdvisorsHub is based on industry experience, assets under management, revenue, growth, compliance records, professionalism, and other criteria. Investment performance is not a criterion. Self-completed survey was used for rating. The rating is not related to the quality of the investment advice and is based solely on the disclosed criteria. A2W winners are then ranked into subcategories based on scale, growth and professionalism with each winner being ranked into only one subcategory. The 200 Advisors over \$1Bil ranking is a subcategory of the AdvisorHub 2025 Advisors to Watch rating and does not denote an additional rating. 1974 wealth managers were considered for the rating; 1000 (50.6% of candidates) were named 2025 AdvisorHub Advisors to Watch.

Multigenerational Wealth Planning

Beth Cutler, Founder, President, had the honor of participating in the Real Estate Private Wealth East Retreat in Miami.

The panel provided a thoughtful discussion on multi-generational wealth planning with a focus on real estate assets.

Congratulations, Beth!



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Year-End Planning Tip for Consideration: TAX LOSS HARVESTING

Tax-loss harvesting is a strategy that you might consider to try to make the most of market volatility. If you have investments that are currently worth less than what you paid for them, you may be able to sell those positions to realize the loss. Those realized losses can then be used to offset capital gains you have elsewhere in your portfolio. If your losses are greater than your gains, up to \$3,000 can be used to reduce ordinary income each year. Losses above \$3,000 can be carried forward and used to offset gains in future years.

With this strategy, proceeds from sales of positions with losses are typically reinvested in an investment with similar characteristics, such as an exchange traded fund (ETF) that tracks the asset class or sector index of the position you sold with the goal that your portfolio stays invested and your long-term plan remains on track. After a 30-day period, this substitute position is sold and the original holding is re-purchased.

While tax loss harvesting can be done throughout the year, year-end is often a good time to review accounts and see whether or not it might work for you. Please contact your Merritt Point Wealth Advisor if you are interested in discussing.

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A MESSAGE FROM OUR CEO



Jason Andrews
Founder, CEO

Dear Clients,

As we enter the final quarter of 2025, the equity markets have performed well, fueled by technology and AI momentum despite policy uncertainties. While the economic landscape continues to evolve our team remains dedicated to providing exceptional advice and service to meet your financial goals. We are committed to navigating the dynamic economic landscape to deliver tailored solutions for your success.

With the end of the year approaching, I would like to extend my heartfelt gratitude to our team and clients for your unwavering support. May the upcoming holidays bring joy, reflection, and unity as we close out a remarkable year—wishing you all warmth and prosperity in the season ahead.

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