



# JBC Companies

E M P O W E R I N G O P P O R T U N I T Y

## EMPOWERING INSIGHTS



### OCTOBER REFLECTIONS: A SEASON FOR CLIENT STEWARDSHIP

OCTOBER 2025



There's something about October that always feels like a turning point. The days cool off, the light softens, and life seems to invite a pause. It's that quiet in-between space—after the busyness of summer and before the rush of the holidays—where reflection naturally arises.

For your clients, this season can be an ideal time to revisit the concept of stewardship. Just as the trees let go of their leaves to prepare for new growth, clients are invited to pause and evaluate what's worth keeping, what may need pruning, and what new possibilities might be taking shape.

At JBC Companies, we believe stewardship goes far beyond managing money—it's about managing meaning. It's helping your clients align what they've built with what matters most. True wealth isn't measured by accumulation alone, but by how effectively their resources serve their life, their family, and their purpose.

## **HELPING CLIENTS LOOK BEYOND THE BALANCE SHEET**

When advisors meet with clients this time of year, conversations often turn toward legacy—how to use what clients have in ways that endure. Stewardship is rooted in intention. It's guiding clients to ask: Does my plan reflect the kind of life I want to live?

We often talk about money as something clients earn, save, and invest—but the deeper question is why. When clients are clear on their “why,” financial decisions tend to align more easily. Wealth managed with purpose can bring peace; wealth managed without it can create pressure.

### **KEY YEAR-END PLANNING OPPORTUNITIES FOR CLIENTS**

The fourth quarter is an excellent time to help clients review and prepare before year-end. Encourage them to consider the following:

#### **REVIEW RETIREMENT CONTRIBUTIONS**

Help clients evaluate whether they can top off 401(k)s, IRAs, or other qualified accounts before December 31. Small adjustments now can have a meaningful impact on long-term growth and tax efficiency.

#### **REVISIT CHARITABLE GIVING PLANS**

If generosity is part of their financial rhythm, this may be a great time to discuss intentional giving strategies. Donor-advised funds or gifts of appreciated stock can help clients increase the reach and impact of their philanthropy.

#### **ASSESS YOUR PORTFOLIO**

Given this year's market volatility, a quick review helps ensure client portfolios still align with their goals, timelines, and comfort levels.

#### **UPDATE ESTATE AND LEGACY DOCUMENTS**

Families evolve, businesses grow, and priorities change. Reviewing estate documents helps ensure clients' wishes are carried out clearly and confidently.

## GROUNDING CLIENT CONVERSATIONS IN GRATITUDE

Often the strongest financial plans are built not just on numbers—but on gratitude. Encouraging clients to reflect on what they value most can bring clarity and perspective. Gratitude shifts the focus from “How much can I have?” to “How well can I steward what I’ve been given?”

That’s at the heart of great financial planning. It’s not about helping clients have more—it’s about helping them use what they have more meaningfully.



## STEWARDSHIP AS A WAY OF LIFE

As the year winds down, remind clients that stewardship isn’t only a financial principle—it’s a way of life. It’s about managing what’s been entrusted to them with wisdom, generosity, and purpose.

Whether your clients are preparing for retirement, managing family wealth, or building their financial foundation, October can be an ideal moment to help them realign—both financially and personally.

Encourage clients who haven’t reviewed their plans recently to reconnect. Together, you can help ensure their strategies reflect where they are now and where they hope to go next.

## ***Warmly, JBC Companies***

*Helping your clients steward wealth with wisdom, purpose, and confidence.*

# MARKET RECAP & COMMENTARY

U.S. equities advanced firmly in September, extending their multi-month rally as optimism around monetary easing and resilient earnings supported risk appetite. The S&P 500 gained 3.53 %, marking eight new closing highs and lifting its year-to-date return to 13.72 %. Despite strong index performance, market breadth narrowed with only 248 S&P 500 constituents advancing and 255 declining, indicating a heavier concentration of gains among the largest names (tech). The “Magnificent Seven” (NVIDIA, Microsoft, Apple, Alphabet, Amazon, Meta, and Tesla) contributed roughly 64 % of the S&P 500’s September return, underscoring continued mega-cap dominance, while Materials (–2.31 %) and Consumer Staples (–1.82 %) lagged.

Several factors driving the rally: the Federal Reserve’s 25 bps rate cut to a 4.00 % – 4.25 % target range was the month’s key catalyst. Resilient inflation pressures remain (especially in core goods), but service inflation has been moderating, reinforcing expectations for further easing later in 2025. “Hard”, economic data (e.g. GDP, industrial output) has been robust along with rising corporate earnings, strong investments in AI, and renewed confidence in a rate-cut cycle. Looking ahead to October, investors are focused on the ongoing government shutdown, trade tensions, tariffs, inflation releases (CPI and PPI), and the upcoming earnings season while markets weigh the sustainability of this rally and the trajectory of Fed policy into year-end.

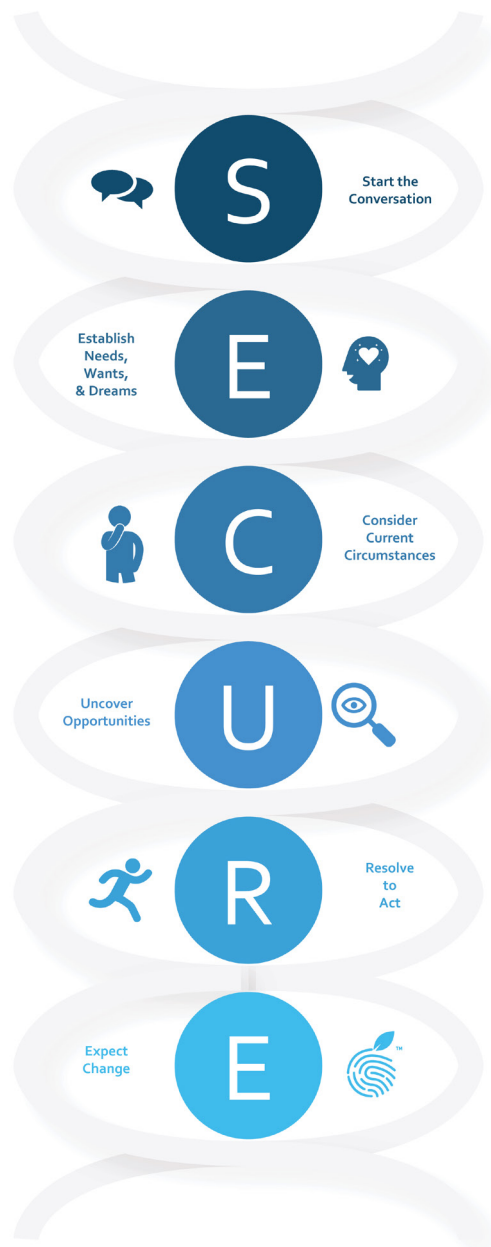
## DISCLOSURES:

The S&P 500 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..

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