



Merger Announcement

High Desert Financial Advisers & Crow Financial

To all our clients and friends,

It is getting close to the end of the year, and it is time to officially announce our merger plans for the coming year. Iris and I have been very focused on meeting with all of you in order to provide a personal introduction to Tom Crow and his company. Most of you have met Tom by now, though there are a few who have not. This process will continue into next year as we implement our transition.

On January 1, 2018, Iris will be retiring, and we will be merging our firm into the Crow Financial organization. High Desert Investment Advisors and Crow Financial are about equal in size and in assets under management. This will mean that the merged firm will be roughly twice the size of either firm. In the new firm, Tom Crow will manage the equities side of our investment strategy, Vicki Crow will manage the back office operations, and Dick will be managing the fixed income side of the investment strategy. Christian Williams, a new employee, will be learning the business operations after his recent graduation from the University of New Mexico School of Business and Finance.

Over the past 20 years, Tom Crow has developed interesting models which he uses, to choose companies for his investments. This merger will provide an expanded resource to the equity portion of our investment strategy. He manages individual stocks in portfolios, as well as mutual fund investments. He also uses a very interesting trading strategy that you are likely to want to try, that is based on a model he has developed.

Dick plans to remain with the merged firm for as long as it takes to train and oversee the education of his replacement. It is expected that this teaching process will take perhaps 2-4 years - or more if necessary.

Iris and Dick feel that we have found the right place for this merger - where each of you will get not only an equivalent knowledge base related to investment strategies, but also an investment culture equivalent to that of High Desert Investment Advisors - one that makes certain we are providing whatever service is best for you and your needs and interests.

After the merger of the two firms, and shortly after January 1, 2018, Tom will follow up with each of you individually, with a complete description of the steps we will go thru as we transition your High Desert accounts into the Crow Financial system. Your T.D. Ameritrade account numbers and online access will not change. The only difference you will see is that Crow Financial will be the named Investment Advisor for your TD Ameritrade Account. There will be some paperwork to process and for you to sign, if you have not already done so. Tom will manage all of the transition paperwork, and you will be working directly with him and Vicki and Dick. We expect that this process will be completed by April 1. Tom and Vicki and Dick will be working as a team to process this merger transition. All of us can be reached through the Crow Financial contact points (505-243-2281). In addition, Dick can be reached at the High Desert phone number (505-797-2644). We want to be sure that this merger provides you with a continuity of services, expertise, and personal confidence in the level of investment expertise and management, that you have been accustomed to for all of these past 20+ years. We feel that we have found the right people and organization to accomplish these goals.

Sincerely, and with our best wishes to you for the New Year,

Dick Brackett Iris Brackett
High Desert Investment Advisors, LLC

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