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Welcome to the 3rd Quarter 2020 Newsletter.

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Message from the President

Greetings to All,

While this pandemic and recession have created immeasurable hardship for many, in sum, the economic damage to date has been somewhat muted. Based on the performance of the stock market and asset prices generally, many might believe that the stress is now in the past. Unfortunately, despite my strong tendency toward optimism, I am concerned that we will soon find this view mistaken in terms of the real economy and households.

Over 20 million households have at least one member who has experienced a significant loss of income. We should expect to see significant economic and social fallout from this, but we have not yet because of government benefits provided by the CARES Act. However this support started fading in early August.

But some momentum continues, and just as a car does not instantly stop when it runs out of gas, the economy will not instantly stop but will slow. Segments of our population will stop paying credit cards, stop paying rent and stop paying mortgages. Perhaps this year's performance of the energy sector reflects this longer term effect.

So we are not out of the woods, and there will be more economic stress to come.

All that being said, I do hope you and your loved ones are—and continue to be—safe and well.

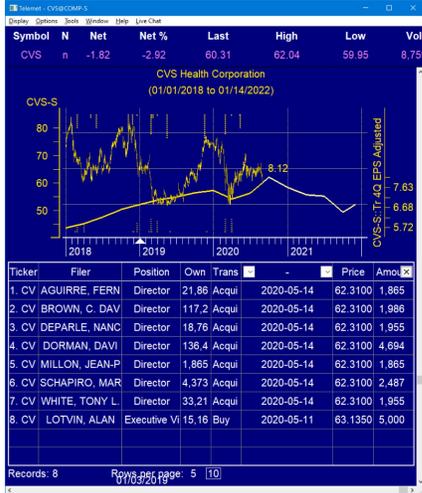
Fred Parsons, CEO



Telemet News

Enhanced Presentation of Insider Trading

Telemet offers detailed insider and institutional positions and trades. We have added buying and selling tables to historic charts to quickly decide whether to look deeper at a potential investment.



Insiders - corporate officers and directors - know their companies intimately. When they buy and sell stock in the companies they are associated with, their goal is to make money. Studies have shown that more often than not, they do make money. Our Insider service keeps tabs on insider positions, holdings and trades for most public traded companies. It shows what and where the "smart money" is and how it is trading.

Despite regulations preventing many injustices in insider trading, insiders do have the upper hand. By looking at insider trading on Telemet, you can help close part of the information gap that gives insiders such an advantage. It can help you know when the market is cheap, how to find promising investments and how to spot companies in trouble.

Institutional ownership data is also at your fingertips so you may see holdings and holdings changes for institutions. Also helpful are data items in custom columns for each stock with current and past quarter institutional ownership in percent. William O'Neil, among others, highlights how institutional ownership can drive securities prices and favors securities with low institutional ownership betting that once the stock is "discovered" increased institutional ownership will drive the price higher.

For help on institutional and insider access, please email support@taquote.com.

Ticker	Country	Company Name	Exchange	Price	Open Date
000001	USA	Apple Inc	NASDAQ	130.00	2014-09-01 00:00
000002	USA	Microsoft Corp	NASDAQ	165.00	2014-09-01 00:00
000003	USA	Amazon.com Inc	NASDAQ	300.00	2014-09-01 00:00
000004	USA	Google Inc	NASDAQ	2800.00	2014-09-01 00:00
000005	USA	Facebook Inc	NASDAQ	180.00	2014-09-01 00:00
000006	USA	Twitter Inc	NASDAQ	40.00	2014-09-01 00:00
000007	USA	LinkedIn Corp	NASDAQ	200.00	2014-09-01 00:00
000008	USA	Slack Inc	NASDAQ	100.00	2014-09-01 00:00
000009	USA	Dropbox Inc	NASDAQ	10.00	2014-09-01 00:00
000010	USA	Zoom Video Comm	NASDAQ	100.00	2014-09-01 00:00
000011	USA	Twilio Inc	NASDAQ	100.00	2014-09-01 00:00
000012	USA	SendGrid Inc	NASDAQ	10.00	2014-09-01 00:00
000013	USA	MailChimp Inc	NASDAQ	10.00	2014-09-01 00:00
000014	USA	HubSpot Inc	NASDAQ	100.00	2014-09-01 00:00
000015	USA	Intercom Inc	NASDAQ	10.00	2014-09-01 00:00
000016	USA	ActiveCampaign	NASDAQ	10.00	2014-09-01 00:00
000017	USA	Constant Contact	NASDAQ	10.00	2014-09-01 00:00
000018	USA	Mailgun Inc	NASDAQ	10.00	2014-09-01 00:00
000019	USA	Sendinblue	NASDAQ	10.00	2014-09-01 00:00
000020	USA	Mailjet	NASDAQ	10.00	2014-09-01 00:00
000021	USA	Postmark	NASDAQ	10.00	2014-09-01 00:00
000022	USA	SendGrid	NASDAQ	10.00	2014-09-01 00:00
000023	USA	Mailchimp	NASDAQ	10.00	2014-09-01 00:00
000024	USA	HubSpot	NASDAQ	100.00	2014-09-01 00:00
000025	USA	Intercom	NASDAQ	10.00	2014-09-01 00:00
000026	USA	ActiveCampaign	NASDAQ	10.00	2014-09-01 00:00
000027	USA	Constant Contact	NASDAQ	10.00	2014-09-01 00:00
000028	USA	Mailgun	NASDAQ	10.00	2014-09-01 00:00
000029	USA	Sendinblue	NASDAQ	10.00	2014-09-01 00:00
000030	USA	Mailjet	NASDAQ	10.00	2014-09-01 00:00
000031	USA	Postmark	NASDAQ	10.00	2014-09-01 00:00
000032	USA	SendGrid	NASDAQ	10.00	2014-09-01 00:00
000033	USA	Mailchimp	NASDAQ	10.00	2014-09-01 00:00
000034	USA	HubSpot	NASDAQ	100.00	2014-09-01 00:00
000035	USA	Intercom	NASDAQ	10.00	2014-09-01 00:00
000036	USA	ActiveCampaign	NASDAQ	10.00	2014-09-01 00:00
000037	USA	Constant Contact	NASDAQ	10.00	2014-09-01 00:00
000038	USA	Mailgun	NASDAQ	10.00	2014-09-01 00:00
000039	USA	Sendinblue	NASDAQ	10.00	2014-09-01 00:00
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000041	USA	Postmark	NASDAQ	10.00	2014-09-01 00:00
000042	USA	SendGrid	NASDAQ	10.00	2014-09-01 00:00
000043	USA	Mailchimp	NASDAQ	10.00	2014-09-01 00:00
000044	USA	HubSpot	NASDAQ	100.00	2014-09-01 00:00
000045	USA	Intercom	NASDAQ	10.00	2014-09-01 00:00
000046	USA	ActiveCampaign	NASDAQ	10.00	2014-09-01 00:00
000047	USA	Constant Contact	NASDAQ	10.00	2014-09-01 00:00
000048	USA	Mailgun	NASDAQ	10.00	2014-09-01 00:00
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000051	USA	Postmark	NASDAQ	10.00	2014-09-01 00:00
000052	USA	SendGrid	NASDAQ	10.00	2014-09-01 00:00
000053	USA	Mailchimp	NASDAQ	10.00	2014-09-01 00:00
000054	USA	HubSpot	NASDAQ	100.00	2014-09-01 00:00
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000064	USA	HubSpot	NASDAQ	100.00	2014-09-01 00:00
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000066	USA	ActiveCampaign	NASDAQ	10.00	2014-09-01 00:00
000067	USA	Constant Contact	NASDAQ	10.00	2014-09-01 00:00
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000069	USA	Sendinblue	NASDAQ	10.00	2014-09-01 00:00
000070	USA	Mailjet	NASDAQ	10.00	2014-09-01 00:00
000071	USA	Postmark	NASDAQ	10.00	2014-09-01 00:00
000072	USA	SendGrid	NASDAQ	10.00	2014-09-01 00:00
000073	USA	Mailchimp	NASDAQ	10.00	2014-09-01 00:00
000074	USA	HubSpot	NASDAQ	100.00	2014-09-01 00:00
000075	USA	Intercom	NASDAQ	10.00	2014-09-01 00:00
000076	USA	ActiveCampaign	NASDAQ	10.00	2014-09-01 00:00
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000091	USA	Postmark	NASDAQ	10.00	2014-09-01 00:00
000092	USA	SendGrid	NASDAQ	10.00	2014-09-01 00:00
000093	USA	Mailchimp	NASDAQ	10.00	2014-09-01 00:00
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000097	USA	Constant Contact	NASDAQ	10.00	2014-09-01 00:00
000098	USA	Mailgun	NASDAQ	10.00	2014-09-01 00:00
000099	USA	Sendinblue	NASDAQ	10.00	2014-09-01 00:00
000100	USA	Mailjet	NASDAQ	10.00	2014-09-01 00:00

TeleVista Enhancements

Those that use TeleVista for pricing portfolios should know about two enhancements. (1) There is now a ticker lookup function for international pricing. If you are unsure which exchange or which country you need pricing for, using the ticker lookup in TeleVista helps resolve any issues. Choose "Tools" and then "International

Company Search".

(2) If you are pricing options, TeleVista now uses abid/ask price when last is missing and can be separately applied to scheduled jobs instead of having a fixed global setting. Choose "Schedule Pricing a file" and check the box "Options pricing on last missing or earlier than current day" and select bid, ask or average of bid ask.

Should you have questions on pricing portfolios with TeleVista or need more information on these or any other function, please contact support@taquote.com

Russell Reconstitution Considerations

For those of you using Russell Benchmarks, Russell is retiring the Russell Global Sectors (RGS) classification and replacing it with Industry Classification Benchmark (ICB). The Industry Classification Benchmark (ICB) is a globally utilized standard for the categorization and comparison of companies by industry and sector.

The old RGS and industries can be viewed on Telemet until end of September 2020 on your custom pages (use "Options_Group by"). At the end of September, a notice "RGS is retired, use ICB" will be shown. **You must use the latest version of Telemet Orion to see ICB Groups on custom pages after that time (version 8.2.05.7 - see below for link to download).**

An upgrade to the latest version is not required for attribution and contribution reports. Clients using our attribution and contribution module will see such a notice starting effective date of switch. Clients will still be able to obtain RGS attribution for any periods up to effective date of the switchover.

Reminder Sustainability Metrics (ESG) at your fingertips

ESG metrics should be part of your investment risk-mitigation assessment and they also could be used to illustrate sensitivity to sustainability issues for clients and prospects.

Sustainability is measured in three or four distinct categories. The categories include: environmental, social and governance (ESG); often the social category is split into community and employees.

Telemet's sustainability data offers screening metrics and comparing ratings or rankings among stocks in your portfolios. Thus, when selecting between two somewhat "equivalent" investments, ESG rankings might become the deciding factor.

Please do call us 800-368-2078 to get a complimentary trial of this important service.

Webinar

About Our Next Webinar

Our last Webinar "Economic Data on Telemet Orion" provided an overview of the easy-to-use and easy-to-see, economic data available as tables, or as charts, and chart overlays. Hundreds of economic variables are available - housing, employment, money flow, trade, energy prices, GDP, CPI and many others provide a great overview of economic activity.

Point and click MS Excel links on Telemet let you to put these economic data into spreadsheets A Template on economic data (called "Economic Outlook") tells the story of the economy with the most recent economic data, and is ready made and it can be turned into handy pdf with one click. The Webinar was recorded so you can review this material even if you missed the Webinar.

Our next Webinar on "Estimate Services on Telemet" will show you how to access data on analysts' earnings and revenue estimates. You can also see trends in recommendations and individual broker buy/sell/hold recommendations for any company.

To get help to find or review past webinars which contain valuable orientation materials on charts, spreadsheets, news and attribution, call/email or chat with a member of your client service team, 800-368-2078 or support@taquote.com.

Important Links

- [Telemet Orion Latest Version v8.2.06.7 dated 9/4/20](#) - Select Telemet Orion software
- [Televista for Advent Axys v 2.5.40 dated 9/4/20](#) select compatible software
- [Televista for Advent APX v1.5.31 9/4/20](#) Select compatible software
- [Telemet QuoteService XML 6.0 compatible v1.0.3.0](#) - Select compatible software
- [TeleFlash Proprietary Data Publisher v1.3.3.8](#) - Select compatible software
- [June 2020 Newsletter](#)

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