



UNCORK THE WINE!

— A TALE OF TWO BUDDIES



“Wine is constant proof that God loves us and wants us to be happy.”

--Benjamin Franklin

In March of 2011, two young friends attended a children's charity fundraiser. Unbeknownst to either man, they were both bidding on the same expensive bottle of wine, each forcing the other to bid more for the rare vintage.

As the bidding began to approach \$1,000 for the bottle, the two buddies realized each was driving up the other's bid, so they agreed to buy the bottle together and one day share it.

They felt great about making the shared purchase and a sizable donation to the children's charity. They looked forward to soon savoring the wine and laughing about forcing up the other's bid. As the months and years passed, each reminded the other of the imperative to open that bottle.

Meanwhile, they played golf together and tried to schedule a time to meet. But the requirements of family, business travel, and everyday life kept the bottle in the cellar and their plans to meet on the shelf.

Finally, more than five years after the charity auction, the two recently agreed to open the bottle and enjoy it together while watching a Monday Night Football game.

Tragically, a week before the football game, one of the two friends unexpectedly passed away. Now the other friend, terribly crestfallen, holds the bottle of wine, unsure about what to do with it. The eagerly anticipated joy of two buddies sharing laughs and the bottle of wine has been replaced by regret for not acting sooner.

Too often we delay, allowing the urgent to crowd out the important. Maybe it's just giving a hug, a note of gratitude, or a kind gesture that we know is well deserved. But, for whatever reason, we just cannot get around to doing what is most appropriate.

You may have noticed that – yes, too infrequently – this newsletter offers a “thank you” to its readers. You have entrusted us to safeguard your family and your clients, and my gratitude to you is enormous.

So, I again thank you for your decades of support and look forward to the coming decades together.

In the interim, perhaps we can all take a special trip we've talked about, make those gifts to charity, generously tip a waiter too much, thank those that have made us successful – and yes, enjoy that bottle of wine.



This is the actual bottle the two friends bid on. The bottle remains unopened.