

TIME WELL \$PENT

UPCOMING EVENTS

**PIGGY BANKS
& PULLED PORK**

6 26 25 5 - 7PM

AFI ADVISORS' OFFICE

200 COLONIAL HEIGHTS RD
KINGSPORT, TN 37663

**REALTORS
HOME OWNERS
INVESTORS**



DID YOU KNOW?



THE DOLLAR SIGN'S MYSTERIOUS ORIGINS: THE SYMBOL "\$" IS BELIEVED TO HAVE EVOLVED FROM THE SPANISH ABBREVIATION "PS" FOR PESOS, WITH THE "S" GRADUALLY WRITTEN OVER THE "P".



BRIDGING THE GAP HOW ART AND FINANCE ARE MORE ALIKE THAN YOU THINK

By: Brian Brummett, CFP® | Portfolio Manager



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Ask most people what art and finance have in common, and they'll probably say "not much." One is emotional, expressive, and open-ended. The other is logical, numbers-driven, and often cold. But when you work in finance long enough — especially in the trenches of personal planning — you start to realize that the biggest obstacle to financial independence isn't math. It's clarity. And that's where art has something real to offer.

I'm not going to claim that painting teaches people how to budget or that learning guitar improves credit scores. That's nonsense. But I will say this: when it comes to helping people understand money, communicate about money, or make peace with money, the tools of art — storytelling, design, metaphor, and visual thinking — can be more effective than any spreadsheet I've ever built.

We use visual structure all the time in planning: buckets for retirement, pie charts for asset allocation, ladders for bonds. Those are visual metaphors, and they work. I've seen clients nod in understanding when I sketch out a simple flow of funds on a napkin — something that didn't click after reviewing three pages of data. It's not that the math changed. It's that the frame did. And that framing is what artists have taught themselves to do.

In classrooms and community workshops, we're also seeing this shift. Teachers use comics and infographics to explain compounding. Kids play board games about saving and giving. Even financial advisors — notoriously allergic to creativity — are starting to embrace design in client reporting, trying to communicate in ways that go beyond just "the numbers."

It's not just about aesthetics. It's about engagement. People learn best when they can see what's happening, not just hear it. A story will stay with someone longer than a statistic ever will. That's not a weakness in how we process information — it's a strength. If we want financial ideas to land and last, we should use every effective tool available, including the visual and creative ones.

Of course, art alone doesn't make someone financially literate. But it can open the door. And for those already living in that world — the world of sketchbooks, canvases, creative studios, and freelance invoices — there's a real opportunity in learning how to bridge the gap between creative work and personal stability.

The truth is, I've met more than a few artists who are deeply thoughtful about value, risk, and freedom — the very things financial planning is supposed to be about. They're just speaking a different language. And if we can meet them halfway — with less jargon and more clarity — there's a conversation worth having.

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THE AFI IMPACT

»»»»»» BE SURE TO FOLLOW US ON ALL OF OUR SOCIAL CHANNELS TO STAY CONNECTED WITH CURRENT EVENTS ««««««

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AFI **Guild mortgage**

A Financially Focused Rooftop Event!

COME JOIN US!
 Realtors Home Owners Investors
 FOOD TRUCK | DRINKS | MUSIC | BUSINESS
 LIMITED SEATING | ONLY 35 SPOTS!

Phil's Dream Pit
 Free
 Phil's Dream Pit

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AN EXCLUSIVE ROOFTOP GATHERING FOR REALTORS, HOMEOWNERS, AND INVESTORS.
 You're invited to Piggy Banks & Pulled Pork, a rooftop event hosted by AFI Advisors and Guild Mortgage on June 26th from 5-7 PM at the AFI Advisors' office in Kingsport. This unique gathering is geared toward realtors, homeowners, and investors looking to enjoy great BBQ and gain practical financial insights. Enjoy food from Phil's Dream Pit, drinks, music, and meaningful conversation around saving strategies, market trends, and real estate investing—all in a relaxed, rooftop setting. **Spots are limited to just 35 guests**, so be sure to RSVP!



SPRING 2025 COMMENCEMENT NESCC
 Peter was back at Northeast State for another anticipated Commencement speech. We like to think he's a fan favorite!



OFFICE HOURS MTG 5-20-25
 Miss the zoom meeting? Have no fear! Click the QR code to watch the recording!



KINGSFORT BALLET PRESENTS
BALLET AND BUBBLY
 ANNUAL FUNDRAISING GALA
 FRIDAY
04.25.2025
 6:00 PM - 9:00 PM
 THE KINGSFORT FARMER'S MARKET
 \$75 per person | \$600 per table

TABLE 8
 THE WUTCRACKED
 AFI

SUPPORTING THE ARTS: AFI SPONSORS KINGSFORT BALLET FUNDRAISER
 AFI Advisors was honored to sponsor a table at Kingsport Ballet's 2025 Ballet and Bubbly fundraiser, with Kaylee proudly representing our team at the event. Guests enjoyed an elegant evening featuring live music from the Dobyns-Bennett Saxophone Ensemble, ballet performances, delicious food and drinks, and a silent auction. Proceeds support scholarships, community outreach, and artistic projects—helping bring the arts to underserved youth across the Tri-Cities. We're proud to support organizations making a meaningful impact in our community.

STEVEN PEDERSEN
 RECRUITER AND ENGAGEMENT COORDINATOR
 BIG BROTHERS BIG SISTERS OF EAST TENNESSEE

SEASON 3 | EPISODE 6

Big Brothers Big Sisters
 OF EAST TENNESSEE

MENTORSHIP IN ACTION: BIG BROTHERS BIG SISTERS WITH STEVEN PEDERSEN

Mentorship That Matters! We're joined by Steven Pedersen from Big Brothers Big Sisters of East Tennessee to explore the power of mentorship in our community. From local volunteer needs and real-life match stories to child safety, fundraising, and Steven's own experience as a Big — this episode is full of heart and impact. Tune in and get inspired to make a difference.

DREW BEDARD
 VICE PRESIDENT, MARKETING
 BRISTOL MOTOR SPEEDWAY & DRAGWAY

SEASON 3 | EPISODE 7

Bristol
 MOTOR SPEEDWAY & DRAGWAY
 SPEEDWAY CLASSIC
 09.02.2025

START YOUR ENGINES! A HIGH-OCTANE CONVERSATION IN THUNDER VALLEY WITH DREW BEDARD

On this episode of The Bull's Eye Podcast, we're live from Bristol Motor Speedway with VP of Marketing, Drew Bedard. From NASCAR and concerts to viral stunts and college football, BMS has seen it all — and it's not slowing down. Up next? The 2025 Speedway Classic: Braves vs. Reds in the first-ever MLB game at The Last Great Coliseum. Tune in for behind-the-scenes stories, marketing brilliance, and what's ahead for this legendary venue!