

October 30, 2001

Our thoughts and prayers continue to be with you, our nation and our leaders as we move forward yet continue to contemplate the impact of what occurred on and since September 11.

With respect to good stewardship, we're in this together. We are also investors in the SEI system. We believe there is no better place to be with our serious long-term money, now more than ever! We're in this with you!

***Be reassured!***

“Why?” you may ask.

- ✓ During these tough times in the market (the “winter” if you will), it’s the “tilling of the soil” and the “sowing of the seed” that will lead to a fruitful harvest. Be assured that SEI is often at their best in the “winter”. “Harvest time” means hard work, but without the soil-tilling and the seed-sowing, there is no harvest. Sometimes this work is unseen. Be assured it is occurring on your behalf.
- ✓ Re-balancing and positive inflows of money to the SEI system gives us an accumulation of lower priced shares during market downturns.
- ✓ Your long-term financial goals remain achievable.

Your plan must dictate any action or “inaction”. If the plan says, “Do something”, do something. If the plan says, “Do nothing”, then doing nothing is the appropriate “action”. Now is a great time to review “the plan”. Who does better, the person who reacts based on circumstances or the one who lets the plan dictate the action? In order to benefit from ***investment performance***, we must avoid tendencies toward ***bad investor behavior***.

Until next time,



Daniel O. Corrigan



Mark D. Wickman