

A background image of a sailboat with a large, light-colored sail on the ocean under a cloudy sky. The sailboat is positioned on the left side of the frame.

# **PARTNER**

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# CONFERENCE

The Rittenhouse | Philadelphia, PA — June 16, 2016

Navigate Your Future. Enjoy the Journey.



# Things to Do in Philadelphia

## **Barnes Foundation**

"The Barnes Foundation was established by Albert C. Barnes in 1922 to "promote the advancement of education and the appreciation of the fine arts and horticulture." The Barnes holds one of the finest collections of Post-Impressionist and early Modern paintings, with extensive works by Pierre-Auguste Renoir, Paul Cézanne, Henri Matisse, and Pablo Picasso. Located on Benjamin Franklin Parkway in Philadelphia. [www.barnesfoundation.org](http://www.barnesfoundation.org)

## **Eastern State Penitentiary**

"A real sense of history, both crime and architectural preservation"—Sarah Schaffer, editor-in-chief, *Philadelphia Style* magazine. Literally, the big house. Sprawling, 11-acre (4-hectare) Gothic complex with church-like cells, built in 1829 under the theory solitary confinement is good for the soul. 2124 Fairmount Avenue; tel. +1 215 236 5111; fee. [www.easternstate.org](http://www.easternstate.org)

## **Franklin Institute Science Museum**

"Mr. Wizard kind of interactive activities that keep the kids busy for hours"—Sarah Schaffer. A walk through the giant heart is a must. Tip: Combine a visit with a trek to nearby Fairmount Park, home to playgrounds, historic homes, and a nine-mile (four-kilometer) walking loop. 222 North 20th Street; tel. +1 215 448 1200; fee. [www.fi.edu](http://www.fi.edu)

## **Independence Hall**

In the sweltering summer of 1787, delegates kept the windows shut to keep their debate secret. Security is even tighter now, and visitors need timed tickets to enter. The Georgian-style interior is much the same, down to George Washington's "rising sun" chair. Fifth and Chestnut Streets; tel. +1 215 965 2305. [www.nps.gov/inde](http://www.nps.gov/inde)

## **Italian Market**

"An atmospheric place, lots of great food smells"—Bill Kent, author, Philadelphia-based Street Smart detective series. One of the nation's largest outdoor markets, brimming with bok choy, sausages, and sweat socks, now with Mexican taco makers and Vietnamese push carts. Ninth Street between Wharton and Fitzwater. [www.9thstreetitalianmarket.com](http://www.9thstreetitalianmarket.com)

## **Liberty Bell Center**

An inside view of the famous bell, complete with X-rays of the legendary crack—and the hapless attempts to repair it. Dramatic glass enclosure with views of Independence Hall. Market and Sixth streets; tel. +1 215 965 2305. [www.nps.gov/inde](http://www.nps.gov/inde)

## **National Constitution Center**

"An indispensable and engaging source of historic information about a young country"—Dave Davies. Take the oath of office or a seat on the Supreme Court via interactive, family-oriented exhibits. 525 Arch Street; tel. +1 215 409 6600; fee. [www.constitutioncenter.org](http://www.constitutioncenter.org)

## **Philadelphia Museum of Art**

After years of exile, the Rocky statue is back in its spot outside the entrance—paying homage to the movie hero's triumphant charge up the museum's stairs. Inside are 225,000 other works, including medieval armor, Philadelphia silver, colonial portraits, and five Van Goghs. 26th Street and Benjamin Franklin Parkway; tel. +1 215 763 8100; fee. [www.philamuseum.org](http://www.philamuseum.org)

## **Reading Terminal Market**

Mouth-watering aromas. Locally grown and exotic produce. Amish specialties. Fresh meats, seafood, and poultry. Handmade confections and baked goods straight from the oven. Everything you need to create a memorable meal, from cookbooks, to table linens, to kitchen ware, to fresh cut flowers, and more. Plus the widest variety of restaurants under one roof. Find it all here at Philadelphia's historic public market, Reading Terminal Market! Located on 51 North 12th Street. [www.readingterminalmarket.org](http://www.readingterminalmarket.org)

# Thank You to Our Sponsors



# WELCOME!



We are excited that you are joining us for our 2016 June Partner Conference. This opportunity for learning and discovery will strengthen the ties between us.

This meeting has been designed with you in mind. It is my hope that you will recognize Clark Capital's unyielding commitment to helping you serve your clients and grow your business.

We believe our Navigator Investment Strategies are among the best in the industry, because they address the key challenges facing you and your clients.

Today, you'll hear from industry experts and your peers as they discuss the importance of managing risk, returns and client emotions. We will introduce our approach to investing — one that allows you to build custom tailored strategies designed to meet your clients' unique objectives and goals.

We welcome our partners from AssetMark and Invesco, and we are excited to share their expert perspectives on delivering a great client experience in today's complex and ever changing business environment.

Our association with AssetMark will provide more ways to enhance your business and your clients' experience. Clark Capital remains a fully independent Asset Management firm concentrating on bringing the very best investment strategies and experience for you and your clients.

We all look forward to getting to know you better and helping you focus on your most valuable role: understanding your clients' needs and helping them achieve financial security.

A handwritten signature in blue ink that reads "H. Clark". The signature is fluid and cursive, with the first letter of each name being capitalized and prominent.

Harry J. Clark, CFP®  
Chairman and CEO  
Clark Capital Management Group, Inc.

# ATTENDEES

**Kim G. Allen**  
UWAG  
Watertown, NY

**Ted Angus**  
AssetMark  
Concord, CA

**Ken Beebe**  
Firsttrust Financial  
Resources  
Philadelphia, PA

**Peter M. Bradshaw**  
Diamond State Financial  
Wilmington, DE

**Luke J. Buehler**  
Summit Wealth Management  
Fredonia, NY

**David Bunin**  
Paradigm Financial Partners  
Westport, CT

**Martin Burke**  
Burke Financial  
Mount Laurel, NJ

**Ken Cappelli**  
Toone, Hoffman &  
Cappelli Financial Group  
Marlton, NJ

**Brad Champlin**  
Champlin & Associates  
Rochester, NY

**Sarah Clay**  
Velocity Concepts  
Media, PA

**Harold D. Cooley, II**  
Investment Planning &  
Management  
Raleigh, NC

**Kristen Coombs**  
Shute & Coombs  
Financial Advisors  
State College, PA

**Daniel B. Cotter**  
AXA Advisors  
Cleveland, OH

**Matthew Crane**  
Firsttrust Financial Resources  
Philadelphia, PA

**Leo Daprile**  
Gem-Young  
Wealth Advisors, LLC  
Canfield, OH

**Tony DeGregorio**  
American Portfolios  
Holmdel, NJ

**John DeLiso**  
FourFront  
Edison, NJ

**Jeffrey DeLone**  
Velocity Concepts  
Media, PA

**Vickie Edwards**  
AssetMark  
Concord, CA

**Alston Eldridge**  
State Street Global Advisors  
Boston, MA

**Andrew Factor**  
Wharton Advisory Group  
Wayne, PA

**Jeffrey Factor**  
Wharton Advisory Group  
Wayne, PA

**Joseph Fernandes**  
Middle Peninsula  
Financial Services  
Williamsburg, VA

**Neil Freeman**  
United Professional Advisors  
Watertown, NY

**Debbi Friedman Peters**  
Rosenblum  
Wealth Management  
Flemington, NJ

**Mark A. Giesting**  
Giesting Financial  
Batesville, IN

**Wayne Gilbert**  
Wayne Gilbert & Company  
Santa Barbara, CA

**Blaise Grippa**  
Invesco  
Hightstown, NJ

**James J. Hagel**  
DeLong & Brower  
Holland, MI

**Jim Hamilton**  
Voya Financial  
Grand Rapids, MI

**Patrick William Herkert**  
Herkert & Associates, Inc.  
Cedarburg, WI

**Chris Herkert**  
Herkert & Associates, Inc.  
Bellingham, WA

**David A. Hohmann**  
Nest Egg Wealth Management  
Peoria, IL

**Robert L. Holland, Jr.**  
Life Transition Planners, Inc  
Littleton, CO

**Brian Horiuchi**  
CUSO Financial  
San Jose, CA

**Ronald M. Hoyle**  
Integrated Investment Sys.  
Dunlap, IL

**Lawrence J. Hubert**  
LJ Hubret Assoc  
Haddon Heights, NJ

**Chad Hummel**  
BlackRock  
New York, NY

**John Hyland**  
BlackRock  
New York, NY

**Arik Jacobson**  
Eliason Financial Associates  
Sheridan, WY

**Lorraine Johnson**  
Triangle Financial Advisors  
Raleigh, NC

**Phillip Johnson**  
Johnson Financial Services  
Mason City, IA

**Beth Jones**  
Third Eye Associates, Ltd  
Red Hook, NY

**William Krempa**  
Krempa Associates, Inc.  
Fountainville, PA

**Charles Krempa**  
Krempa Associates, Inc.  
Fountainville, PA

**Jesse Lewis**  
Bancorp Bank  
Philadelphia, PA

**Matthew Liamero**  
AssetMark  
Saratoga Springs, NY

**Scott Lord**  
Principal  
Raleigh, NC

**Monica Lupinetti**  
McLaughlin Asset Management  
Haddonfield, NJ

**Eric Marshall**  
Legacy Investment Services  
East Peoria, IL

**Ernie Martinelli**  
Martinelli Financial Services  
Conshohocken, PA

**Mike Martinelli**  
Martinelli Financial Services  
Conshohocken, PA

**Bob McElwee**  
IRUS Corporation  
Philadelphia, PA

**Michael McGuire**  
MetLife  
Allentown, PA

**Michael A. McLane**  
Redwood Wealth Advisors, LLC  
Westfield, NJ

**Marc Minor**  
Legacy Investment Services  
East Peoria, IL

**Mark Modzeleski**  
The Voss Group  
Syracuse, NY

**James O. Moff**  
Moff & Associates  
Williamsport, PA

**Chad Morgan**  
Invesco PowerShares  
Alexandria, VA

**Bill Morrison**  
Voya Financial Services  
Williamsburg, VA

**Benjamin Offit**  
Clear Path Advisory  
Baltimore, MD

**Beth Pinero**  
Rosenblum  
Wealth Management  
Jupiter, FL

**Matt Quattlebaum**  
Wagner Resource Group, Inc.  
McLean, VA

**David A. Ralicki**  
Ralicki Wealth Management  
Stuart, FL

**Susan Ressler**  
LifeSpan Financial  
Strategies, Inc.  
Weston, FL

**Lee A. Rosenblum**  
Rosenblum  
Wealth Management  
Jupiter, FL

**Alan R. Roycroft**  
Baystate Financial  
Boston, MA

**Dylan Schlott**  
AssetMark  
Concord, CA

**Douglas L. Schutte**  
Summit Wealth Management  
Jamestown, NY

**Bernard Seidl**  
AssetMark  
Chicago, IL

**Karen Shute**  
Shute & Coombs  
Financial Advisors  
State College, PA

**Victor Simon**  
First Allied Securities, Inc.  
Severna Park, MD

**Brian J. Smith**  
QNB Financial Services  
Quakertown, PA

**Art Smith**  
QNB Financial Services  
Quakertown, PA

**Kristina J. Sommerkamp**  
Sommerkamp Insurance &  
Financial Services  
Boca Raton, FL

**Frank Spezzano**  
IRUS Corporation  
Philadelphia, PA

**Louis A. Spittel**  
Aspire Wealth  
Hunt Valley, MD

**Michael Steinhardt**  
Clear Path Advisory  
Baltimore, MD

**Charles Strano**  
FSC Securities Corp  
Woodbury, NJ

**Carl Stroyk**  
360 Financial Group  
Bel Air, MD

**Nicola Sutton**  
The Investment Center  
Bedminster, NJ

**Louis Tranquilli**  
Tranquilli Financial Advisors  
Clinton, NJ

**Phylp Wagner**  
Wagner Resource Group, Inc.  
McLean, VA

**Laura Walsh**  
LifeSpan Financial  
Strategies, Inc.  
Weston, FL

**Brian Weyman**  
Mutual of Omaha  
Investor Services  
Marlton, NJ

**Robert Whitbeck**  
Sagemark Consulting  
Rochester, NY

**James G. Williams**  
Financial Management Group  
Lancaster, PA

**David Younis**  
Allied Financial Partners  
Victor, NY

# KEY NOTE SPEAKERS



**Ted  
Angus**

GENERAL COUNSEL



Ted is responsible for managing the Legal Department across all AssetMark businesses. Ted has over 15 years of experience providing legal services to financial services companies.

Prior to joining AssetMark, Ted was Vice President, Associate General Counsel at Charles Schwab, providing legal and regulatory counseling to a variety of Schwab business enterprises. Ted started his professional career at two law firms as a securities litigator, primarily representing financial services companies in securities arbitrations, SEC investigations and shareholder class actions.

Ted earned a BA in History and a BA in Economics from the University of California at Los Angeles in 1992 and a JD from the University of California Hastings College of the Law in 1996.



**Brett Van Bortel**

Director, Consulting Services  
Invesco Consulting



Brett has developed and delivers numerous consulting programs designed to increase the profitability, effectiveness and productivity of financial advisors. As a speaker and consultant, his focus is helping advisors in the building of strategic partnerships with attorneys and CPAs. He also seeks to assist in the horizontal growth of advisory practices by provisioning Wealth Management, marketing to age 65+ clients, branding your financial advisory firm, and scientifically testing for the most effective way to ask for and receive client introductions. He regularly delivers these presentations to financial advisors in addition to individually coaching top-producing teams.

Brett is a co-author of *RainMaker: Strategic Partnering with Attorneys and Accountants to Create a Pipeline of New Affluent Clients*, *The Millionaire's Advisor: High-Touch, High-Profit Relationship Management Strategies of Advisors to the Wealthy*, and *Selecting a Coach: 7 Guidelines for Financial Advisors*. He is also a regular contributor to *Financial Advisor* magazine. Prior to joining Invesco in 2010 when the firm combined with Van Kampen, Brett worked for Van Kampen Investments for 13 years as a member of VK Consulting, the predecessor to Invesco Consulting, as well as in advertising & marketing.

Brett is married with three wonderful children. He enjoys coaching and competing in league sports, as well as skiing, hiking and biking.

# SPEAKERS



**Harry J. Clark, CFP®**  
Chairman & CEO



**Brendan Clark, CFA®**  
President



**K. Sean Clark, CFA®**  
Chief Investment Officer



**Paul Binnion**  
Executive Vice President  
Director of Strategic Development

Harry established Clark Capital Management Group as an Independent Registered Investment Advisory Firm in 1986. He began his career in 1970 at Hornblower, Weeks, Hemphill, Noyes followed by Blythe Eastman Dillon, Paine Webber and lastly Merrill Lynch. Desiring to provide the highest quality service to investors, Harry emphasized independent market research and in-depth economic analysis which led to the development of proprietary market models. Clark Capital maintains itself at the cutting edge through the development of innovative investment products in response to the opportunities and challenges of constantly changing markets and technological advances. Harry has often been sought after for commentary and interpretation of the markets. He has been a frequent guest on CNBC and CNN™ and has contributed to articles in a number of nationally distributed business journals and newspapers including Business Week, the Chicago Tribune, LA Times, and the Financial Times. At Clark Capital Harry serves as a member of the Investment Committee, the Board of Directors, and the Executive Committee. Harry earned his B.S. and M.S. from Villanova University and holds the CFP designation.

Brendan is the President of Clark Capital Management Group. Brendan joined the firm in 2001. In this role, Brendan works with the executive team in executing the overall strategy of the firm. He directs all the business development efforts across the firm and oversees the development of key strategic relationships with broker dealer partners and national platforms, and he oversees all marketing efforts of the firm. Brendan also leads Clark Capital's team of Investment Consultants and Advisor Support Specialists in their efforts to build highly personalized Partnerships with trusted wealth advisors dedicated to serving affluent families, high net worth individuals, foundations and institutions. Brendan is a member of the Clark Capital Board of Directors and the Executive Committee. Brendan earned a B.S. in Economics from the University of Delaware and holds the Chartered Financial Analyst designation. He is a member of the CFA Institute and the CFA Society of Philadelphia.

As Clark Capital's Chief Investment Officer, Sean oversees all of the Firm's investment activities and heads the Firm's portfolio team. Sean joined the firm in 1993 and is responsible for asset allocation and investment selection for Navigator Investment Solutions as well as directing ongoing market research and contributing to the development of proprietary products. Sean is a member of the Clark Capital Investment Committee and the Executive Committee. He graduated from the University of Delaware, earning a B.S. and an M.A. in Economics. Sean is a Chartered Financial Analyst and a member of the CFA Institute and the Financial Analysts of Philadelphia, Inc. Sean is considered an industry expert and is often asked to appear on CNBC and Bloomberg television to share his views on the market and has contributed to articles in a number of nationally distributed business journals and newspapers including Business Week, the Chicago Tribune, LA Times, and the Financial Times.

Paul has devoted his career to fostering the knowledge and practices that enable financial professionals to develop their wealth advisory practices through providing holistic counseling to investors. Paul is responsible for originating and implementing Clark Capital's Partnership policy which emphasizes a mutually supportive consultative relationship between Clark Capital's staff and financial advisors. Paul created Clark Capital's Strategic Alliance initiative which involves strategic partners whose mission is to assist Clark Capital's Partners in achieving their business goals and enhancing their practices. Executive Vice President and Director of Strategic Development, Paul is also a member of the Clark Capital Management Committee. Paul joined Clark Capital in 1992. He is a graduate of Villanova University.

# SPEAKERS



**Glenn S. Dorsey, CFA\***  
Senior Vice President  
Client Portfolio Manager

Glenn Dorsey is Senior Vice President and Client Portfolio Manager for Clark Capital Management Group. In this role, he is responsible for portfolio construction and the clear communication of investment strategy to advisors and their clients. Glenn is a key resource for Clark Capital's Investment Consultants and financial advisors.

During Glenn's extensive experience as a Client Portfolio Manager, he has focused on helping advisors deliver great outcomes to their clients. His Portfolio Management experience includes equity, balanced, and fixed income investing for high net worth clients. Prior to joining Clark Capital, Glenn was the Co-Chief Investment Officer and Head of the Private Wealth Management Group at Curian Capital.

A Chartered Financial Analyst® and level II CAIA candidate, Glenn holds a bachelor's degree in finance and accounting from Rider University in Lawrenceville, New Jersey.



**Tony Soslow, CFA\***  
Senior Portfolio Manager  
Premier Equity Portfolios

Tony serves as a portfolio manager in the Premier Portfolios group and is a member of the Clark Capital Investment Committee. He has over 25 years of portfolio management experience utilizing both a quantitative and fundamental process. From 1997 to 2013 Tony was the President and Chief Investment Officer of Global Capital Management which he founded. His firm, Global Capital Management, was recognized as a "Top Guns Manager" in 2006 and 2007 and he was named "Manager of the Decade" in 2011 by PSN for the All Cap Strategy.\* From 1986 through 1997, Tony was Director of Portfolio Management at RTE Asset Management where he was responsible for portfolio management across all asset classes. Tony is a graduate of the Wharton School of the University of Pennsylvania and holds the CFA designation.



**Maira F. Thompson**  
Senior Portfolio Manager  
Premier Equity Portfolios

Maira is responsible for management of High Dividend Equity and customized portfolios in the Premier Portfolios group and is a member of the Clark Capital Investment Committee. Her more than thirty years of investment experience included the position of Vice President and head of the Philadelphia Investment Group for Meridian Asset Management. After Delaware Trust became part of Meridian, Maira managed their Trust Investment Group in Wilmington, Delaware. In the 1980s Maira managed assets for high net worth clients and co-managed a small cap fund for Fidelity Bank in Philadelphia. She began her career as a trader with Prudential Bache Securities and a licensed broker for Legg Mason Wood Walker. Maira is a graduate of Ohio Wesleyan University and undertook additional studies in economics at the London School of Economics. She joined Clark Capital in 1997.



**Jamie Mullen**  
Senior Portfolio Manager  
Premier Fixed Income Portfolios

As a Senior Portfolio Manager, Jamie developed and manages the Navigator Global Opportunity portfolio and manages the Premier Fixed Income Strategies. In addition, Jamie manages covered call options deployed on individual stocks and exchange traded funds in the Premier Portfolio Group and implements collar strategies on individual blocks of stocks. He is a member of the Clark Capital Investment Committee. Jamie has over 25 years of experience with fixed income securities. He began in municipal credit research and worked in public finance before moving to a position in trading where his experience included trading municipal bonds and employing fixed income futures and futures options. He has extensive experience in dealing with mutual funds, trust departments and money managers. He received his degree from St. Joseph's University. He joined Clark Capital in 2005.

\*See back cover for disclosure.





**Steven Grant, CFP**  
Chief Financial Officer

Steve is Clark Capital's Chief Financial Officer and portfolio manager of the Navigator Tax-Free Fixed Income program. Steve is a member of the Clark Capital Executive Committee. Steve is a key contributor to product development and to the implementation of industry and technological innovations. Steve's involvement in the financial industry began in 1976 with Hess Grant and Co. In 1989, Steve co-founded Williams Capital Markets, an institutional municipal bond firm. In 1996, he joined Clark Capital Management. Steve is a graduate of Franklin & Marshall College, attended the College of Financial Planning and holds the CFP designation.



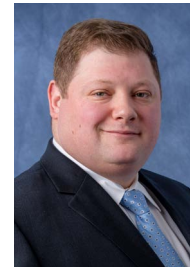
**John E. Clark, IV, CFP\***  
Portfolio Manager

John serves as a Portfolio Manager on the Navigator Global Opportunity management team, focusing on trend and risk analysis and is a member of the Clark Capital Investment Committee. John has over 20 years of experience in the investment advisory business. Prior to joining Clark Capital in 2011, John spent 15 years at Wachovia Securities and its predecessor firm Wheat First Butcher Singer, where he spent his last two years managing the Absolute Return ETF portfolio. John holds a degree in Economics from Millersville University and pursued graduate studies in economics at Lehigh University, with an emphasis in Econometrics. He is a Certified Financial Planner (CFP®) licensee and a Chartered Financial Consultant (ChFC) with the American College. He is also an Affiliate of the Market Technicians Association, a professional organization of market analysts, and is currently studying for Level III of the Chartered Market Technician's examination.



**Jonathan A. Fiebach**  
Chief Investment Officer  
Main Point Advisors

Jon has had an extensive career in the financial services industry beginning in 1986. Prior to founding Main Point Advisors in 2013, Jon was co-founder, Managing Director, and Chief Investment Officer of Duration Capital Management Advisors, Inc. From 1994 through 2002 Jon built and managed municipal and corporate bond trading at Susquehanna International Group, LP. Jon is nationally known for his publications and presentations including co-authoring *The Handbook of Municipal Bonds* (2008, John Wiley and Sons, Inc.). Jon graduated from Albright College with a BS in Business Administration and Political Science.



**Jordan Rapoport**  
Relationship Manager

Jordan serves as a Clark Capital home office investment and strategy specialist. As an internal sales consultant, Jordan is dedicated to educating you on our strategies. He has a thorough understanding of the financial markets and the implications to your advisory business.

Prior to joining Clark Capital, Jordan has accrued over 13 years of experience in the financial markets. He started his career in 2003 as an advisor with AXA Advisors. Before joining Clark Capital, Jordan oversaw the day to day management of a \$4 million privately held business. Jordan holds a B.S. in business administration from the University of Connecticut, with a concentration in finance.

# AGENDA

Wednesday, June 15th

5:30 to 9:00 p.m.

## Welcome Party

Cocktails & Hors d'Oeuvres and Buffet Dinner at the Rittenhouse Hotel Cassatt Lobby and Terrace

Thursday, June 16th

8:00 to 9:00 a.m. Rittenhouse Hotel Grand Ballroom

## Breakfast

Full breakfast will be served in the Rittenhouse Hotel Grand Ballroom.

9:00 to 9:15 a.m.

## Welcome & Introductions

Introduction to Clark Capital and the investment team. Review of firm history and evolution.

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Harry J. Clark, CFP®, Chairman and CEO

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Brendan M. Clark, CFA®, President

9:15 to 10:05 a.m.

### Key Note

## Department of Labor Fiduciary Rule

**The DOL fiduciary rule could take a \$2.4 billion bite out of the financial services industry.**

Implementing the Department of Labor's fiduciary standard on retirement accounts will hit the financial services industry harder than many believe. Ted Angus will help you prepare for the new future.

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Ted Angus, Executive Vice President & General Counsel, AssetMark

10:05 to 10:45 a.m.

## Clark Capital's Investment Philosophy & Process

Clark Capital utilizes a proprietary relative strength research process to drive opportunistic allocations. Portfolio managers also utilize fundamental research when building individual equity and bond allocations. Sean will review the research that drives portfolio construction and how volatility and alternatives play an important role in our efforts to provide meaningful diversification.

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K. Sean Clark, CFA®, Chief Investment Officer

10:45 to 11:00 a.m.

## Break

11:00 to 12:00 p.m.

## Premier Portfolios: Specialized Strategies for Unique Client Needs

During this panel, moderated by Sean Clark, you'll meet our Portfolio Managers. They will explain how they work individually and as a team to tackle challenges in today's markets. You'll also hear how our fundamentally oriented strategies complement our quantitatively based strategies.

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Premier Equity Panel:

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Maira Thompson, Tony Soslow, John Clark

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Premier Fixed Income Panel:

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Jamie Mullen, Steve Grant, Jon Fiebach

12:00 to 1:00 p.m.

## Lunch

Lunch will be served in the Grand Ballroom.

1:00 to 1:45 p.m.

## Attracting & Retaining HNW Clients with a Uniquely Personal Process

Clark Capital's collaborative investment planning approach is designed to ensure that a client's investment plan supports their overall financial plan. We believe this high-touch model for portfolio construction is the best way to ensure that investment strategies are truly in the client's best interest and fully support their long-term goals. During this session, you'll meet Glenn Dorsey who has recently joined Clark Capital to lead the Client Portfolio Management team. Glenn's team will help you deliver custom-tailored portfolios to meet the needs of high net worth clients.

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Paul Binnion, Executive Vice President, Director of Strategic Development

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Jordan Rapoport, Relationship Manager

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Glenn S. Dorsey, CFA®, Senior Vice President, Client Portfolio Manager

1:45 to 2:15 p.m.

## Partner Panel: Hear from Your Peers

Current partners discuss how working with Clark Capital has impacted their practice and the experience they provide to their clients. In this session, you will have the opportunity to ask Clark Capital's partner advisors how and why they work with us.

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Brian Fitzgerald, Senior Investment Consultant

2:15 to 2:30 p.m.

## Break

2:30 to 3:30 p.m.

**CE Credit**

## Market Outlook

Sean will discuss Clark Capital's expectations for the global capital markets for the remainder of 2016 and beyond.

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K. Sean Clark, CFA®, Chief Investment Officer

3:30 to 3:45 p.m.

## Break

3:45 to 4:35 p.m.

**Key Note**

## The Nine Lives of the Affluent

"The Nine Lives of the Affluent" presents nine psychographic profiles of the affluent and what makes them purchase and retain the services of a financial advisor. It is based upon the research of R.A Prince & Associates, Inc. and the book, The Millionaire's Advisor: High-Touch, High Profit Relationship Strategies of Advisors to the Wealthy, by Russ Alan Prince and Brett Van Bortel.

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Brett Van Bortel, Director, Consulting Services, Invesco Consulting

4:35 to 5:00 p.m.

## Closing Remarks

High level review and final Q&A session.

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Brendan Clark, CFA®, President

5:30 to 7:00 p.m.

## Open House at Clark Capital Headquarters

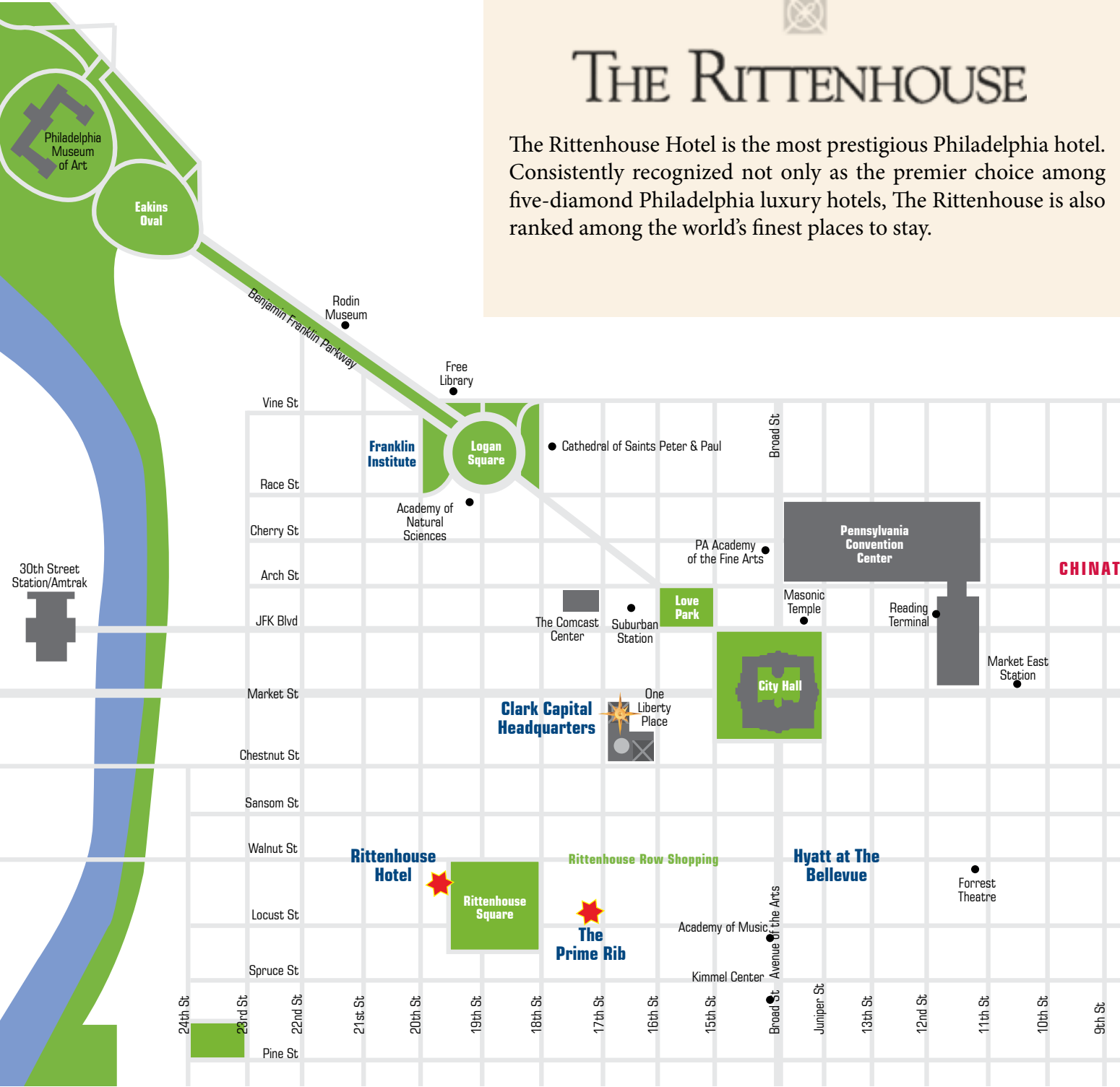
Cocktails & Hors d'Oeuvres

7:00 to 9:00 p.m.

## Cocktails and Dinner

The Prime Rib

# GETTING AROUND



## THE RITTENHOUSE

The Rittenhouse Hotel is the most prestigious Philadelphia hotel. Consistently recognized not only as the premier choice among five-diamond Philadelphia luxury hotels, The Rittenhouse is also ranked among the world's finest places to stay.



Designed by brothers Buzz and Nick BeLer to evoke the elegant supper clubs of 1940's Manhattan, The Prime Rib quickly became a favorite destination. Everything about The Prime Rib, from the tuxedoed waitstaff, top quality food, and live piano and bass music nightly was intended to make every occasion feel like a special one.

## Itinerary

### Wednesday, June 15th

- 5:30 p.m.** Cocktails & Hors d'Oeuvres at Rittenhouse Hotel Cassatt Lobby and Terrace
- 7:00 p.m.** Dinner at Rittenhouse Hotel Cassatt Lobby and Terrace

### Thursday, June 16th

- 8:00 a.m.** Breakfast in the Rittenhouse Hotel Grand Ballroom
- 9:00 a.m.** Partner Conference at Rittenhouse Hotel Grand Ballroom
- 5:00 p.m.** Open House at Clark Capital Headquarters
- 7:00 p.m.** Dinner at The Prime Rib

## Parking

Valet parking is available at no expense to the attendee.

## Attire

Dress for the meeting is business casual (i.e. slacks and collared shirt).

## Check In/Check Out

The Rittenhouse's check-in time is 3:00 p.m., however, the hotel will make every effort to accommodate early arrivals. Check-out time is noon.

## Open-House Information

Our offices are located at the corner of 17th Street and Market Street in One Liberty Place on the 53rd floor. We are a short five-minute walk from The Rittenhouse Hotel. There will be a registration table in the lobby where you will receive your building pass.



# WORKSHEET

Agenda Item	Key Takeaway	Why Is It Important?	First Action
Welcome and Opening Remarks			
Department of Labor Fiduciary Rule			
Clark Capital's Investment Philosophy & Process			
Premier Portfolios: Specialized Strategies for Unique Client Needs			
Attracting & Retaining HNW Clients with a Uniquely Personal Process			
Partner Panel: Hear from Your Peers			
Market Outlook			
The Nine Lives of the Affluent			



Agenda Item	Key Takeaway	Why Is It Important?	First Action
Closing Remarks			

The One Thing	
What is the most important thing you got out of today's conference?	Specific Actions





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\*Disclosure related to the recognition as a Top Guns Manager of the Decade. Top Guns Manager of the Decade is a recognition from Informa Investment Solutions PSN, an independent, national money manager database. This designation may not be representative of any one client's experience because the rating reflects an average of all, or a sample of all, the experiences of Mr. Soslow's GCM clients. This information does not reflect the experience of clients of Clark Capital Management Group, Inc. and is not indicative of future performance. For the periods when the designation was made, the recognition was for the GCM All Cap Core strategy managed by Mr. Soslow. Though the strategy was in the top ten, it was not ranked first in the top ten category for each period.

The PSN All Cap universe is comprised of 356 firms and 509 products. Criteria: The PSN universes were created using the information collected through the PSN investment manager questionnaire and use only gross of fee returns. Mutual fund and commingled fund products are not included in the universe. 2011 recognition: PSN evaluated all large cap core managers for performance and risk over the 10-year period ending December 31, 2011. The top 10 are recognized for their ability to significantly outperform the S&P 500 Index without taking on excess risk, while maintaining a high correlation to the benchmark. Products must have an R-Squared of 0.80 or greater relative to the style benchmark for the 10-year period ending December 31, 2011. Moreover, products must have returns greater than the style benchmark for the 10-year period ending December 31, 2011 and also Standard Deviation less than the style benchmark for the 10-year period ending December 31, 2011. At this point, the top 10 performers for the latest 10-year period ending December 31, 2011 become the PSN Top Guns Manager of the Decade. 2007 recognition: Products must have an R-Squared of 0.80 or greater relative to the style benchmark for a five-year period ending December 31, 2007. Moreover, products must have returns greater than the style benchmark for the three latest three-year rolling periods ending December 31, 2007. At this point, the top 10 performers for the latest three-year period become the 4 STAR TOP GUNS. Products are then selected which have a standard deviation for the five-year period equal or less than the median standard deviation for the peer group. The top 10 performers for the latest three-year period become the 5 STAR TOP GUNS. The top 10 information ratios for the latest five-year period ending December 31, 2007 then become the 6 STAR TOP GUN. 2006 recognition: Products must have an R-Squared of 0.80 or greater relative to the style benchmark for a five-year period ending September 30, 2006. Moreover, products must have returns greater than the style benchmark for the three latest three-year rolling periods ending September 30, 2006. After that only the products which standard deviation or the five-year period is equal or less than the median standard deviation for the peer group are selected. The top 10 performers for the latest three-year period became the 4 STAR TOP GUNS. The top 10 information ratios for the latest five-year period ending September 30, 2006 then become the 5 STAR TOP GUNS.