



# Elite Advisor Summit

The Playbook for Growing Your  
High Net Worth Business



# Agenda

**2:00 PM**    **Welcome and Introductions**  
Greg Morel, Investment Consultant, Clark Capital  
Chris Cullen, CIMA<sup>®</sup>, Chief Distribution Officer, Clark Capital

**2:10 PM**    **The Clark Capital Story —  
Helping You Deliver Investment Success to Your Clients**  
Brendan M. Clark, CFA<sup>®</sup>, CEO, Clark Capital

**2:25 PM**    **Clark Capital's Investment Philosophy & Process (1 hour CFP<sup>®</sup> CE)**  
K. Sean Clark, CFA<sup>®</sup>, CIO, Clark Capital

**3:15 PM**    **Enhancing Your Behavioral Psychology Toolkit**  
Chris Cullen, CIMA<sup>®</sup>, Chief Distribution Officer, Clark Capital

**3:45 PM**    **Growing Your Business with the Client Portfolio Management Team**  
Glenn Dorsey, CFA<sup>®</sup>, CAIA<sup>®</sup>, Head of Client Portfolio Management

**4:15 PM**    **Advisor Best Ideas**  
*Actionable Insights for Your Practice*  
Greg Morel, Investment Consultant, Clark Capital

**4:30 PM**    **Closing Comments**  
Chris Cullen, CIMA<sup>®</sup>, Chief Distribution Officer, Clark Capital

**4:45 PM**    **Meeting Concludes**



# The Clark Capital Story

Helping You Deliver Investment  
Success to Your Clients

**Brendan M. Clark, CFA®**  
Chief Executive Officer



# Who Is Clark Capital?

1986 Year Founded	\$26.5B AUA*	29 Investment Professionals
100% Family and Employee Owned	<b>Committed to Asset Management Excellence for Better Outcomes</b>	28.8 Investment Team Average Years Experience
115 Employees	2020 Asset Manager of the Year**	12.1 Investment Team Average Years Working Together

Past performance does not guarantee future results. The ranking shown above is not indicative of future performance and may not be representative of any one client's experience because it reflects an average of, or a sample of all, the experiences of the adviser's clients. Please see attached disclosures.

\*As of 6/30/2021, includes sub-advised assets and assets under advisement. \*\*Money Management Institute (MMI) and Barron's



## Our Mission

Partnering with elite financial advisors to deliver investment success.

# Our Strategy

- Asset Management Excellence
- Flexibility and Personalization
- Partnership Model

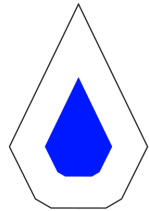


# Awards

**2020 INDUSTRY AWARDS WINNER**

**MONEY MANAGEMENT INSTITUTE** **BARRON'S**

**Asset Manager of the Year (\$10-\$50 billion) Distribution Excellence**



**2021 WINNER**  
**REFINITIV LIPPER FUND AWARDS**  
 UNITED STATES



**2020 WINNER**  
**REFINITIV LIPPER FUND AWARDS**  
 UNITED STATES

**2021**  
**BEST PLACES TO WORK**  
**B P t W**  
 PHILADELPHIA BUSINESS JOURNAL

**2020**  
**BEST PLACES TO WORK**  
**B P t W**  
 PHILADELPHIA BUSINESS JOURNAL

**2019**  
**BEST PLACES TO WORK**  
**B P t W**  
 PHILADELPHIA BUSINESS JOURNAL



**2018 THOMSON REUTERS LIPPER FUND AWARDS**  
 UNITED STATES

Informa Investment Solutions  
 Financial Intelligence | Informa

**PSN Top Guns Award**

Manager of the Decade  
**4Q 2018**

**2017 SMA MANAGERS of the YEAR**

Informa Investment Solutions  
 Financial Intelligence | Informa

**PSN Top Guns Award**

Manager of the Decade  
**4Q 2017**

**SMARtX**  
 Advisory Solutions

**WINNER**

**2021**

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# Investment Philosophy & Process

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





# Investment Philosophy — 3 Core Principles



## Meaningful Diversification

We incorporate multiple global asset classes and methodologies into a portfolio that is aligned to the client's life goals.



## Opportunistic Asset Allocation

We utilize an active approach to asset allocation that allows us to take advantage of growth opportunities in a rapidly changing global marketplace.



## Risk Management

We utilize an active approach to asset allocation that allows us to take advantage of growth opportunities in a rapidly changing global marketplace.

The visuals shown [above] are for illustrative purposes only and do not guarantee success or a certain level of performance. The actual characteristics with respect to any particular client account will vary based on a number of factors including but not limited to: (i) the size of the account; (ii) investment restrictions applicable to the account, if any; and (iii) market exigencies at the time of investment.

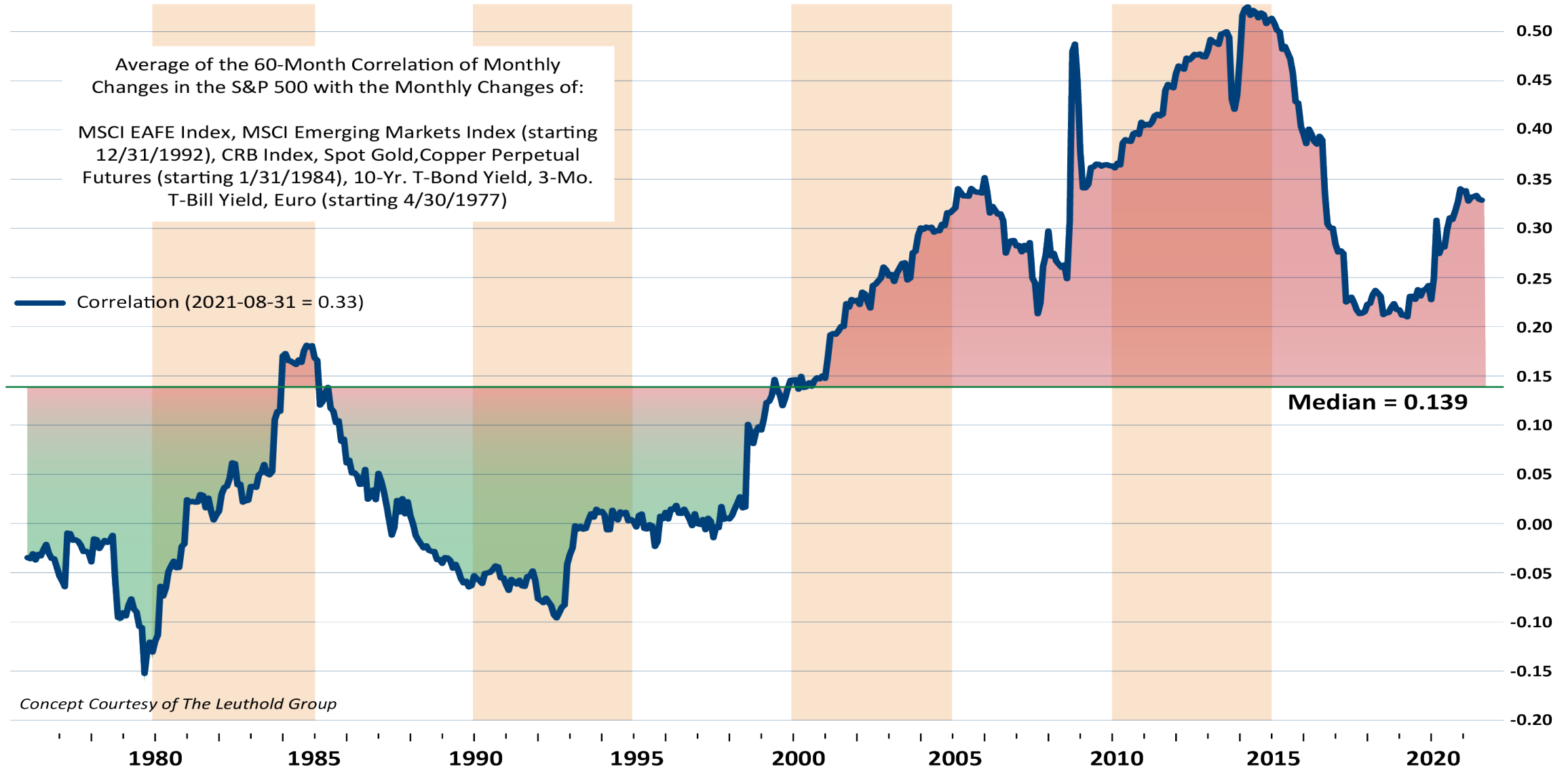




# Meaningful Diversification

# Correlation of the S&P 500 vs. Other Asset Classes

Monthly Data 1976-01-31 to 2021-08-31



DAVIS210



# Modern Portfolio Theory's Cruel Joke

Good Times	Bad Times
Low Correlation	High Correlations
Low Volatility	High Volatility
High Returns	Low Returns

“Any plan conceived in moderation, must fail when circumstances are set in extremes.”

Prince Metternich

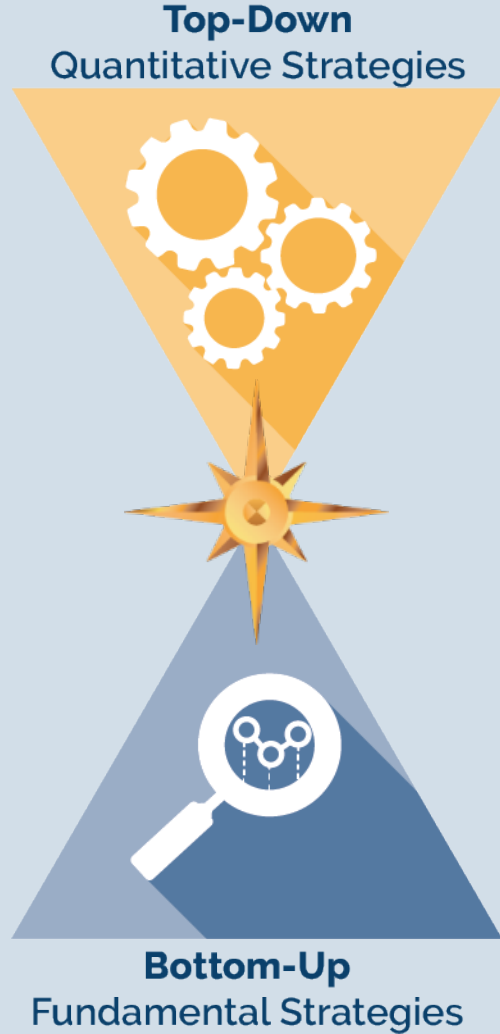




# Opportunistic Asset Allocation

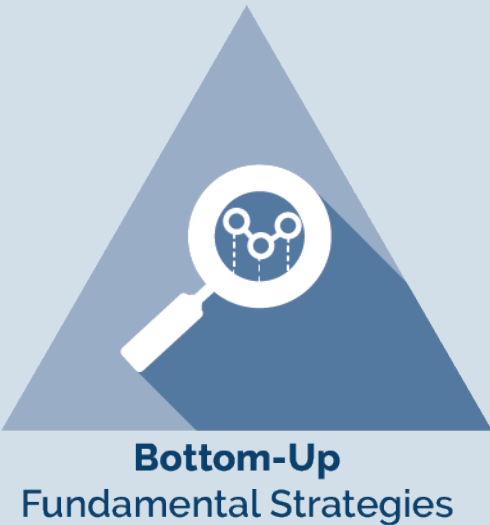
# Active Management Methodologies

- Top-Down
  - ❖ Relative Strength
- Bottom-Up
  - ❖ Fundamental Analysis



# The Bottom-Up Methodology

- What Is It?
  - ❖ Fundamental Analysis – Company Specific Equity and Fixed Income Analysis
  - ❖ Dividend Screens – Dividend Payout / Dividend Growth
  - ❖ Quality (Antifragility), Value, Improving Business Conditions
  - ❖ Actively Managed Fixed Income – Credit Quality, Credit Structure, Liquidity
- How Is It Used?
  - ❖ Core / Strategic / Broad Market Exposure



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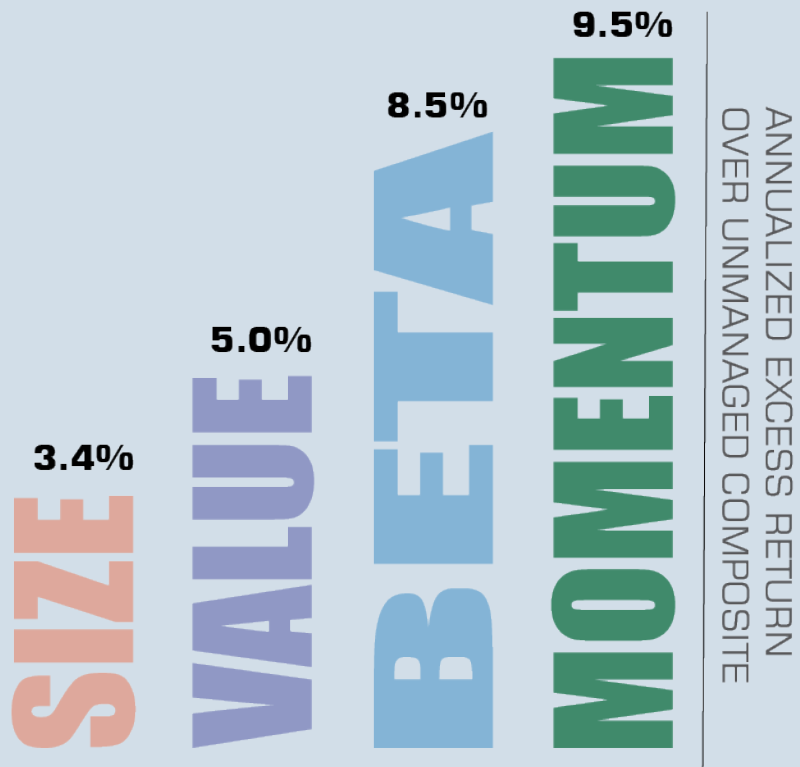
# The Top-Down Methodology

- What Is It?
  - ❖ Quantitative Approach Using Relative Strength Methodology
  - ❖ Allows Price Movements of Global Markets to Determine Trends
  - ❖ No Forecasting / Historical Data Only
  - ❖ Relative Strength Is Durable and Adapts to New Themes as They Emerge
- How Is It Used?
  - ❖ Tactically – As a Complement to Core Strategies

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The four investment factors above generated annualized excess returns over an unmanaged composite from 1927 through 2014.

## Relative Strength

- Momentum-based, quantitative approach to investing
- Compares the price action of a single security or asset class against all other investment vehicles in its category
- Over time, identifies outperforming and underperforming trends and seeks to exploit those trends
- Grounded in over 80 years of academic research

Why Momentum Investing Works. A Wealth of Common Sense, July 7, 2015 (Retrieved from <http://awealthofcommonsense.com/why-momentum-investing-works/>)  
Kenneth French Data Library. Available at [http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/Data\\_Library/det\\_mom\\_factor.html](http://mba.tuck.dartmouth.edu/pages/faculty/ken.french/Data_Library/det_mom_factor.html)



# Why Relative Strength?

Our relative strength research utilizes the collective knowledge of the markets in an effort to identify performance leading assets.

- It has been shown to produce better risk-adjusted returns over time compared to an unmanaged portfolio.
- It is quantitative, employing historical data that is not affected by emotion or personal bias and does not rely on forecasting.
- It allows price movements of global markets to determine trends, providing definable entry and exit points for trades.
- It is disciplined and objective and can adapt to new market themes as they emerge.
- When combined with a fundamental approach, relative strength may improve diversification.

The relative strength measure is based on historical information and should not be considered a guaranteed prediction of market activity. It is one of many indicators that may be used to analyze market data for investing purposes. The relative strength measure has certain limitations such as the calculation results being impacted by an extreme change in a security price.



# How Do We Use Relative Strength?

- Risk-on Risk-off approach to investing
- Tactically shift allocations using a disciplined, quantitative approach that is rigorously applied every day
- Portfolios include Fixed Income Total Return (Guardian Bond), Style Opportunity, Multi Strategy, Global Risk Managed, Global Tactical, Sector Opportunity, International Opportunity
- Many advisors use our Tactical, Top Down driven strategies to compliment a core allocation



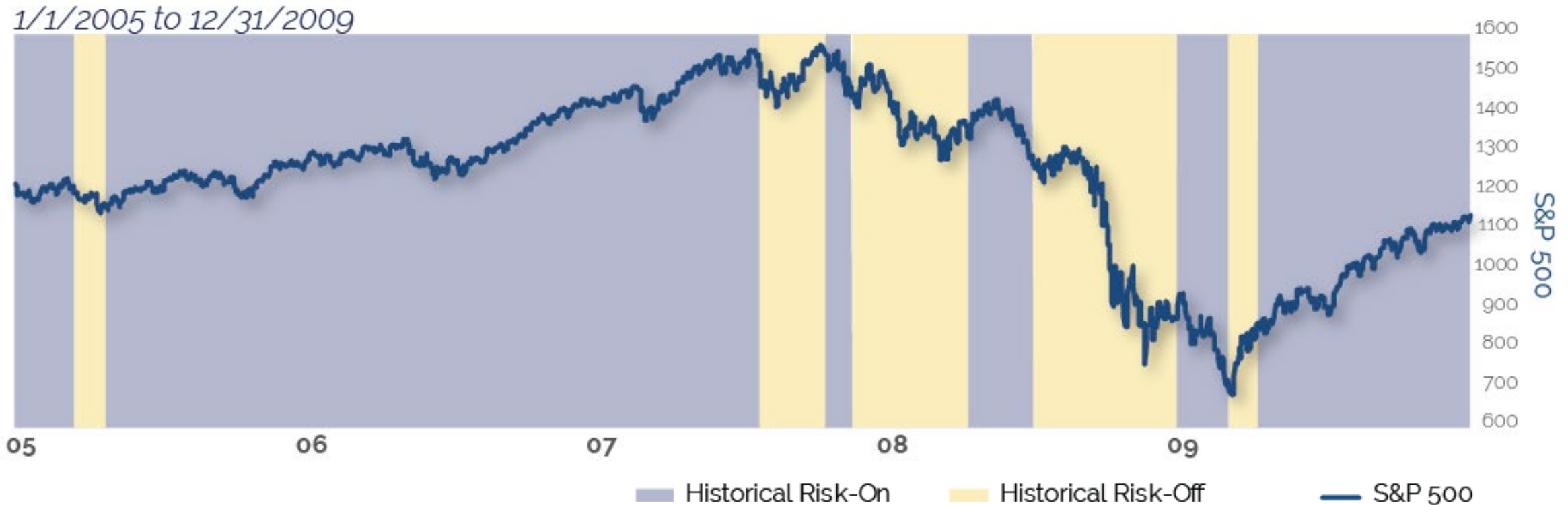
# Correlation: The Connection Between Credit and Equities

	BBgBarc US Corporate High Yield	S&P 500	MSCI World	BBgBarc US Treasury 7-10 Yr
BBgBarc US Corporate High Yield	1.00			
S&P 500	0.77	1.00		
MSCI World	0.83	0.96	1.00	
BBgBarc US Treasury 7-10 Yr	-0.19	-0.39	-0.37	1.00

Source: Morningstar Direct. As of 3/31/2021.



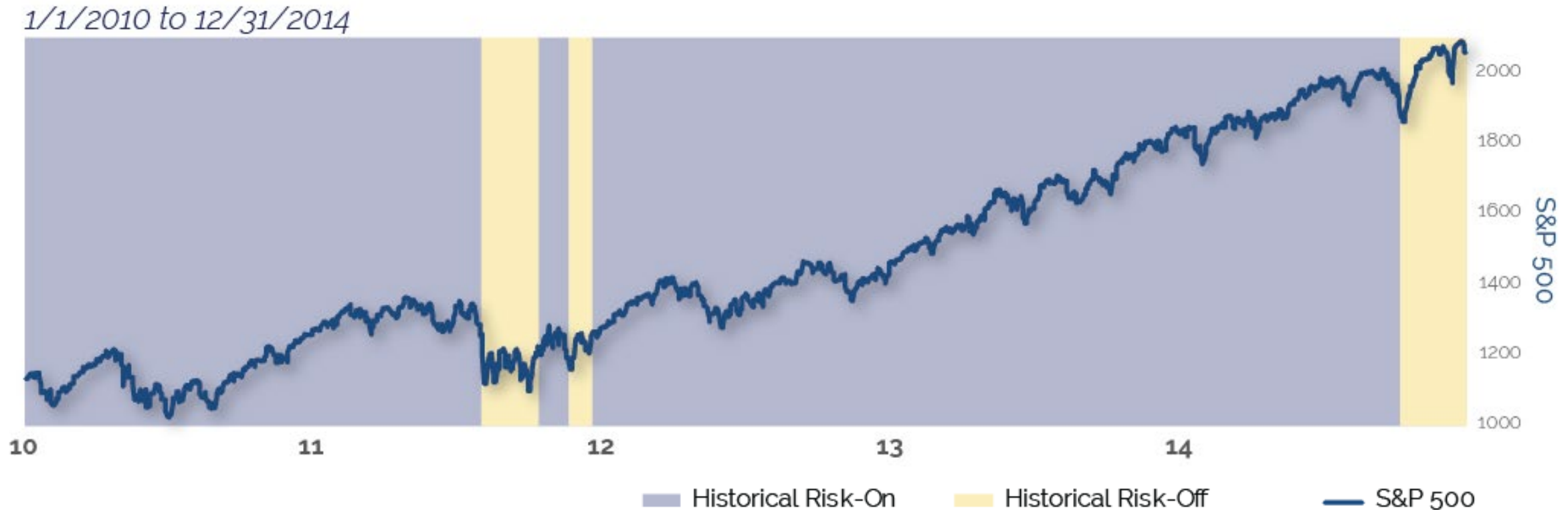
# Quantitative Risk Management Model (Risk-on & Risk-off) vs. the S&P 500



For illustrative purposes only. The charts show Clark Capital's allocations to risk-on and risk-off assets in the Fixed Income Total Return ("Guardian Bond") strategy from 2005-2009. Allocations to risk-on are when the strategy was invested in over 50% of high yield bonds. Allocations to risk-off are when the strategy was less than 50% in high yield bonds. Past performance is not indicative of future results. See additional disclosures for more information.



# Quantitative Risk Management Model (Risk-on & Risk-off) vs. the S&P 500

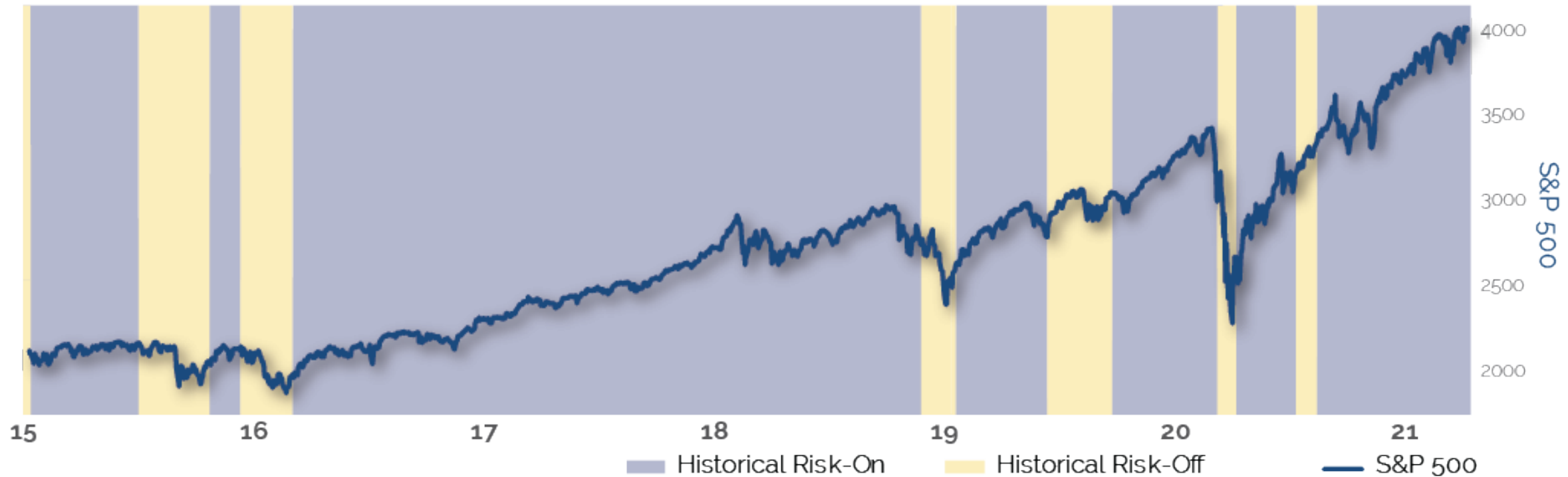


For illustrative purposes only. The charts show Clark Capital's allocations to risk-on and risk-off assets in the Fixed Income Total Return ("Guardian Bond") strategy from 2010-2014. Allocations to risk-on are when the strategy was invested in over 50% of high yield bonds. Allocations to risk-off are when the strategy was less than 50% in high yield bonds. Past performance is not indicative of future results. See additional disclosures for more information.



# Quantitative Risk Management Model (Risk-on & Risk-off) vs. the S&P 500

1/1/2015 to 3/31/2021



For illustrative purposes only. The charts show Clark Capital's allocations to risk-on and risk-off assets in the Fixed Income Total Return ("Guardian Bond") strategy from 2015-2021. Allocations to risk-on are when the strategy was invested in over 50% of high yield bonds. Allocations to risk-off are when the strategy was less than 50% in high yield bonds. Past performance is not indicative of future results. See additional disclosures for more information.

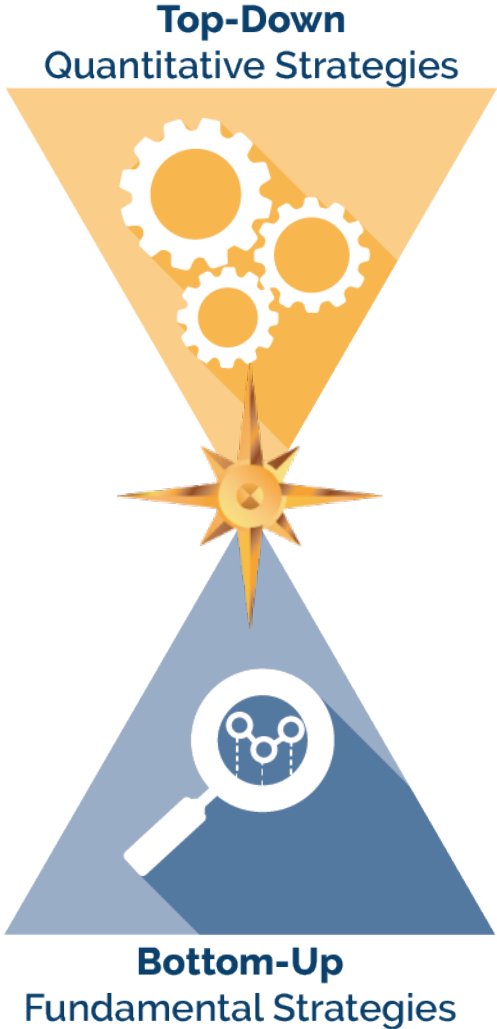
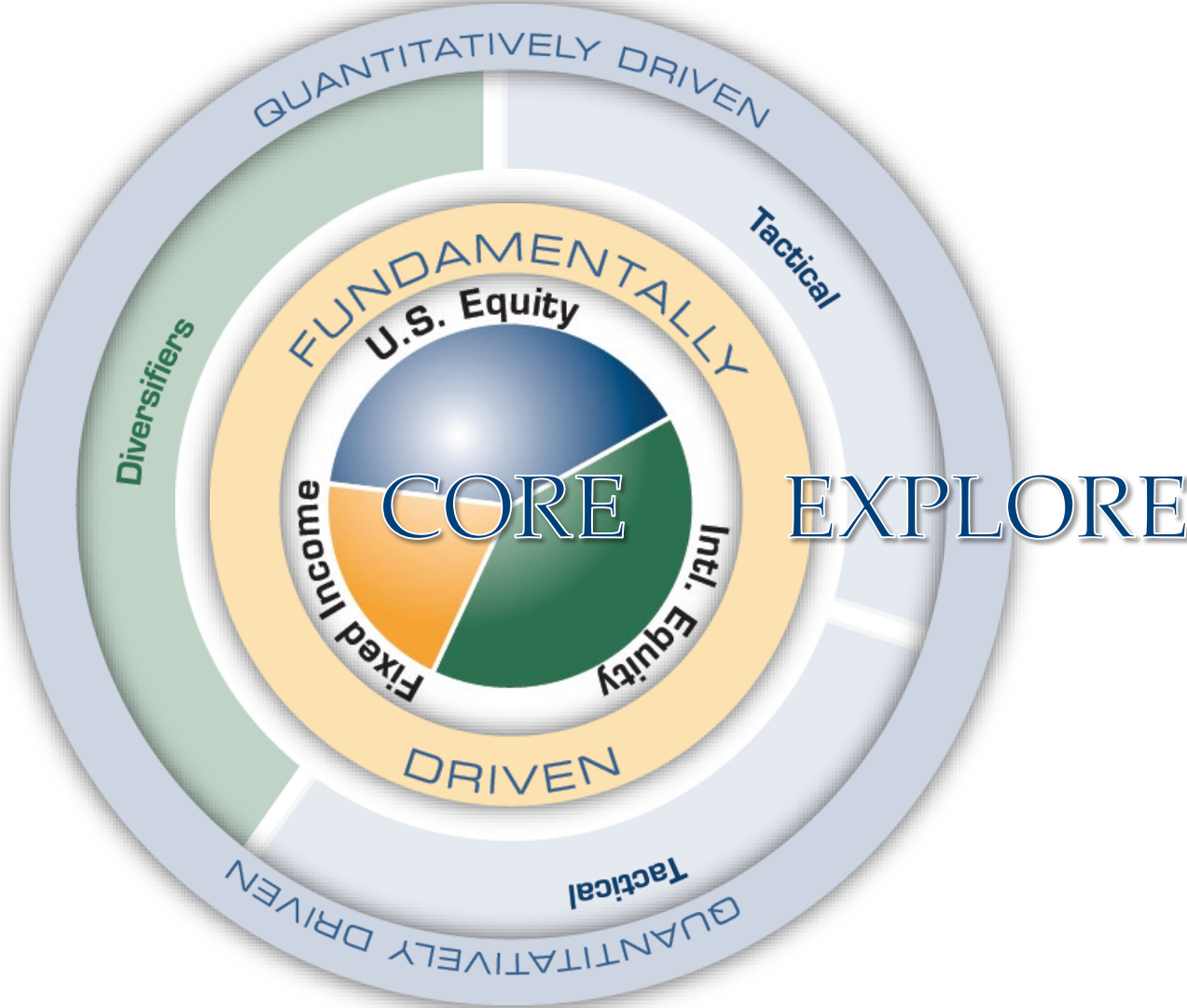




# Portfolio Construction



# Navigator<sup>®</sup> PUMA Portfolio Construction



# Navigator<sup>®</sup> Strategy Universe

Core	
CORE STRATEGIES	
Equity	
All Cap Core U.S. Equity*	Stocks
SMID Cap Core U.S. Equity*	Stocks
Small Cap Core U.S. Equity*	Stocks
International Equity/ADR*	Stocks
High Dividend Equity (w/ Options)	Stocks
U.S. Equity Strategic Beta	ETF
International Equity Strategic Beta	ETF
Fixed Income	
Taxable Fixed Income*	Bonds
Tax-Free Fixed Income*	Bonds
Taxable Fixed Income Core	ETF/Fund
Tax-Free Fixed Income Core	ETF/Fund

Explore			
TACTICAL STRATEGIES		DIVERSIFIERS	
Equity		Fixed Income	
Style Opportunity	ETF	Fixed Income Total Return*	ETF/Fund
Global Tactical	ETF		
U.S. Sector Opportunity	ETF	Alternative	
Global Equity ETF Hedged	ETF/Fund	Alternative Strategy	ETF/Fund
Global Equity ETF	ETF		
International Opportunity	ETF		

\*Stand-alone portfolios on AssetMark

This is not a recommendation to buy or sell a security or to adopt a particular investment strategy. Please see attached disclosures.



# Market Review and Outlook

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



# Economic Gauges



Economy



Monetary Policy



Valuations



Investor Sentiment

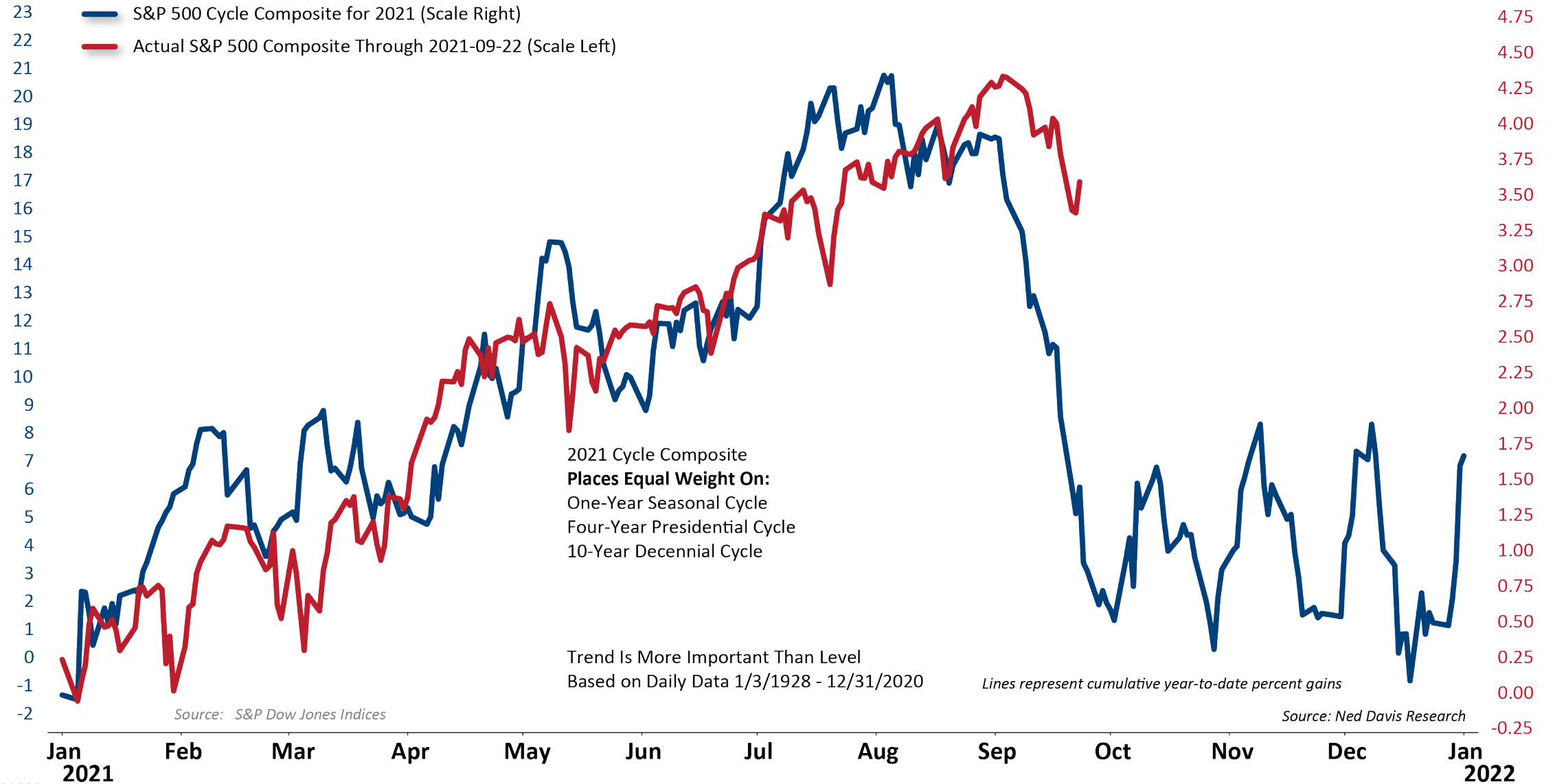


Interest Rates



# S&P 500 Cycle Composite for 2021

Daily Data 2020-12-31 to 2021-12-31



S01666

Source: Ned Davis Research. For illustrative purposes only. Projections or other forward looking statements regarding future financial performance of markets are only predictions and actual events or results may differ materially



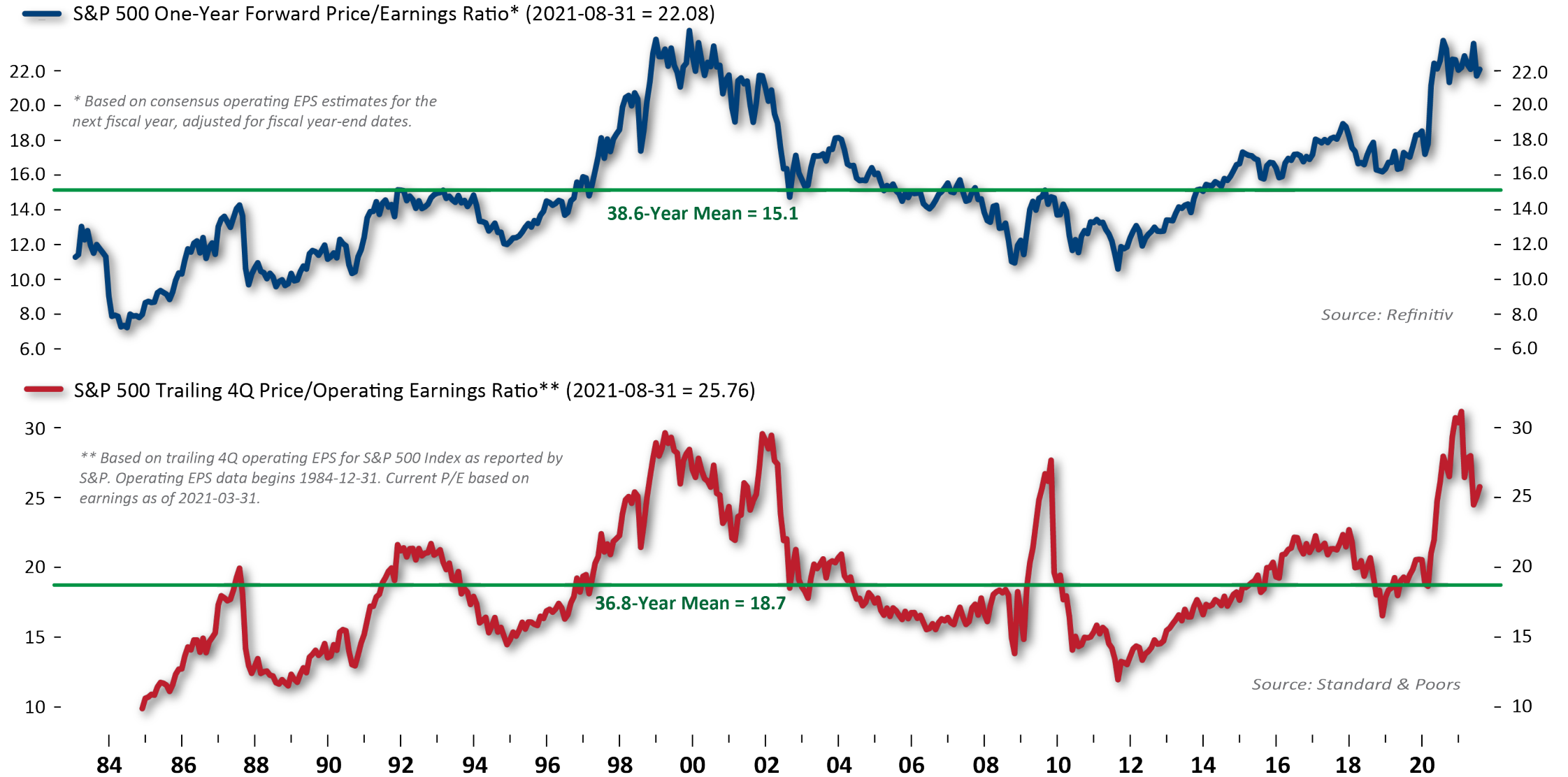
# Corrections Are Normal — Frequency of Declines

S&P 500 Declines	Occurrences Per Year	Frequency Average	Probability of Decline Moving to Next Stage	Mean Decline
-5% or more	3.4	Every 15 weeks	31%	-10.8%
-10% or more	1.1	Every Year	45%	-19.5%
-15% or more	0.5	Every 2 years	58%	-28.2%
-20% or more	0.3	Every 3 years	N/A	-35.6%



# S&P 500 Forward vs. Trailing Price/Earnings Ratios

Monthly Data 1983-02-28 to 2021-08-31



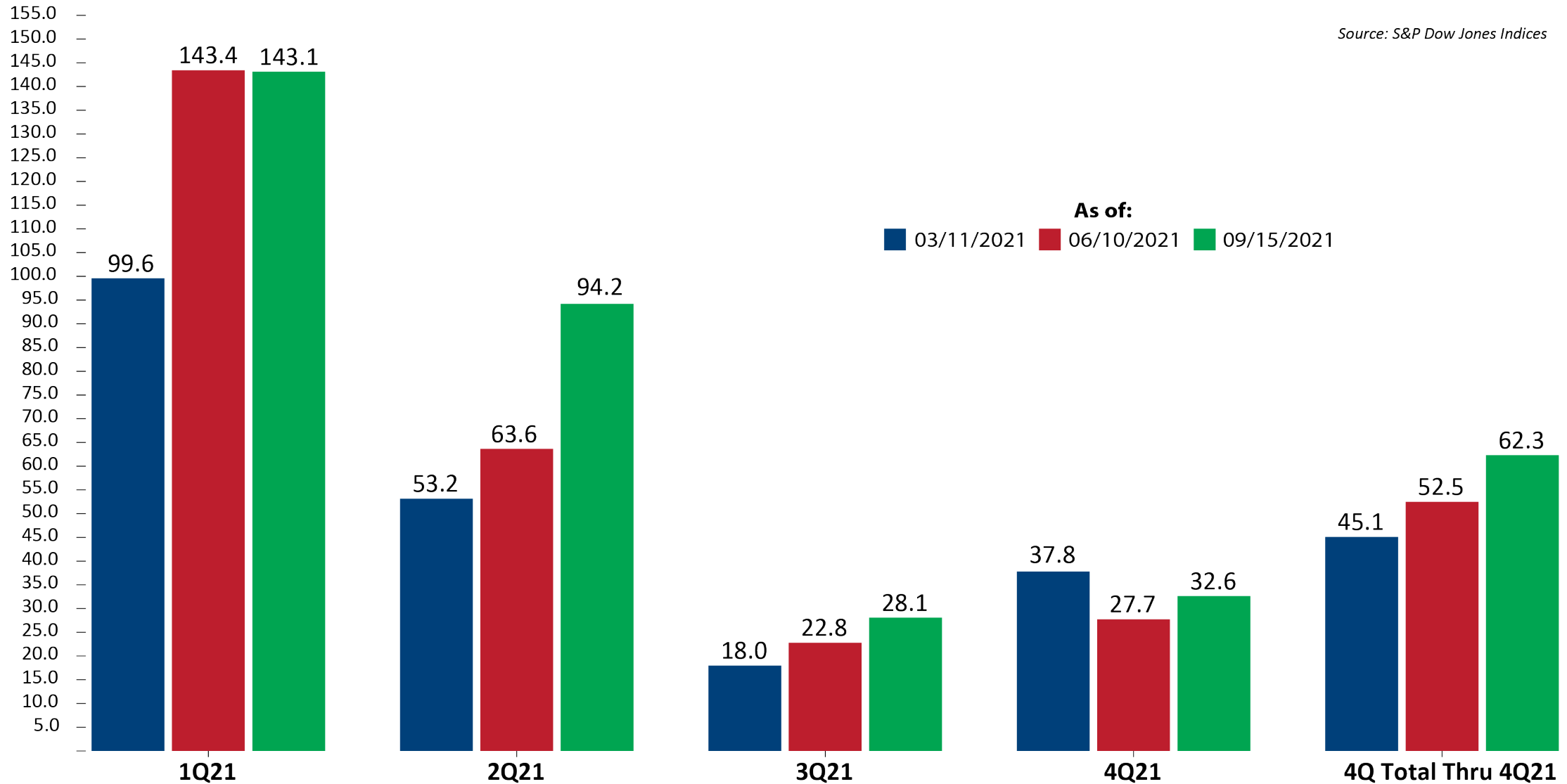
S662

Source: Ned Davis Research



# S&P 500 Consensus Operating EPS Estimates (Year/Year % Change) - 2021

Source: S&P Dow Jones Indices



S676\_2021

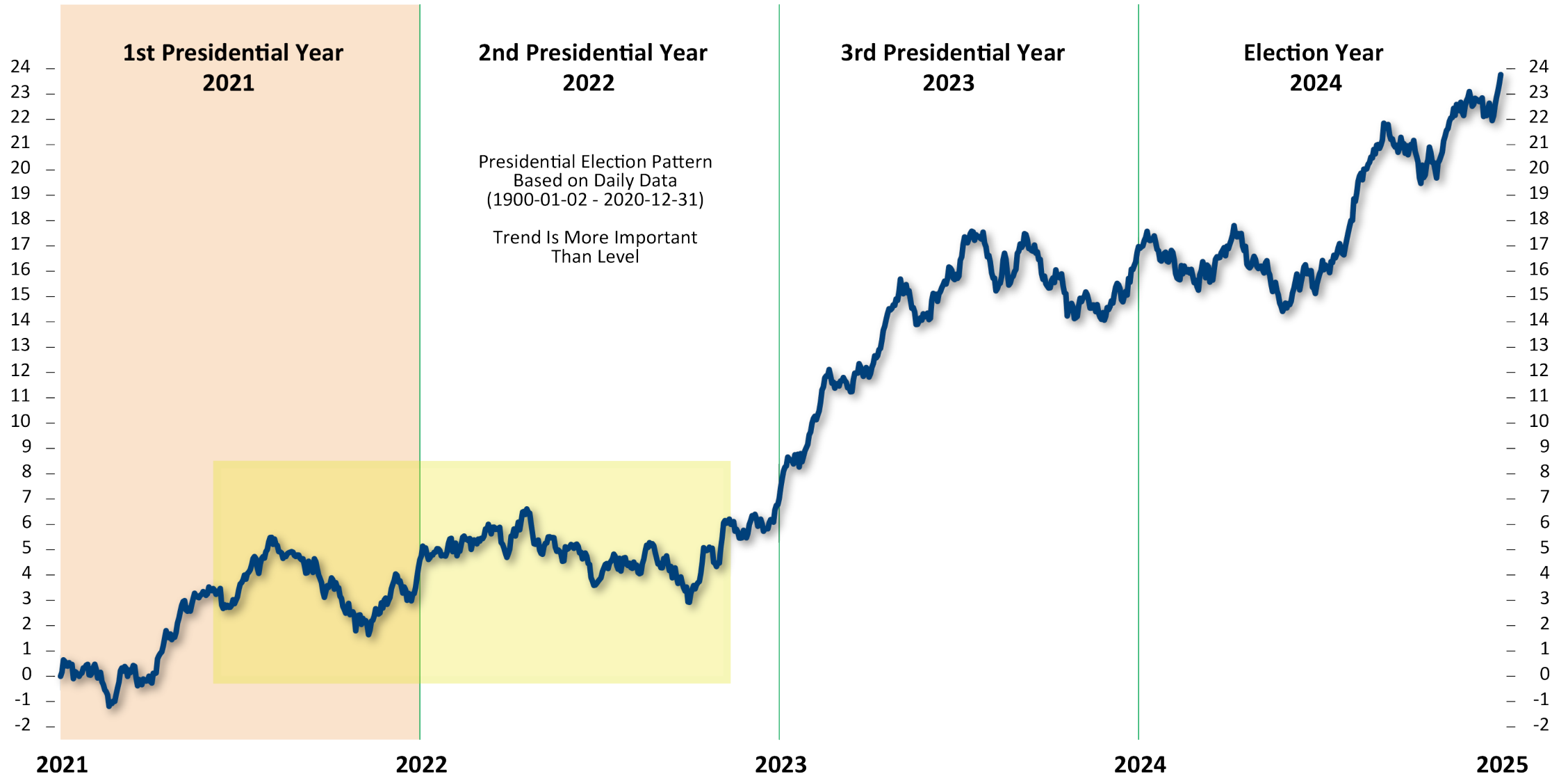
Source: Ned Davis Research

Source: Ned Davis Research. Past performance is not indicative of future results. For illustrative purposes only. Projections or other forward looking statements regarding future financial performance of markets are only predictions and actual events or results may differ materially.





# Dow Industrials Four-Year Presidential Cycle



S01642

Source: Ned Davis Research

For illustrative purposes only. Projections or other forward looking statements regarding future financial performance of markets are only predictions and actual events or results may differ materially.

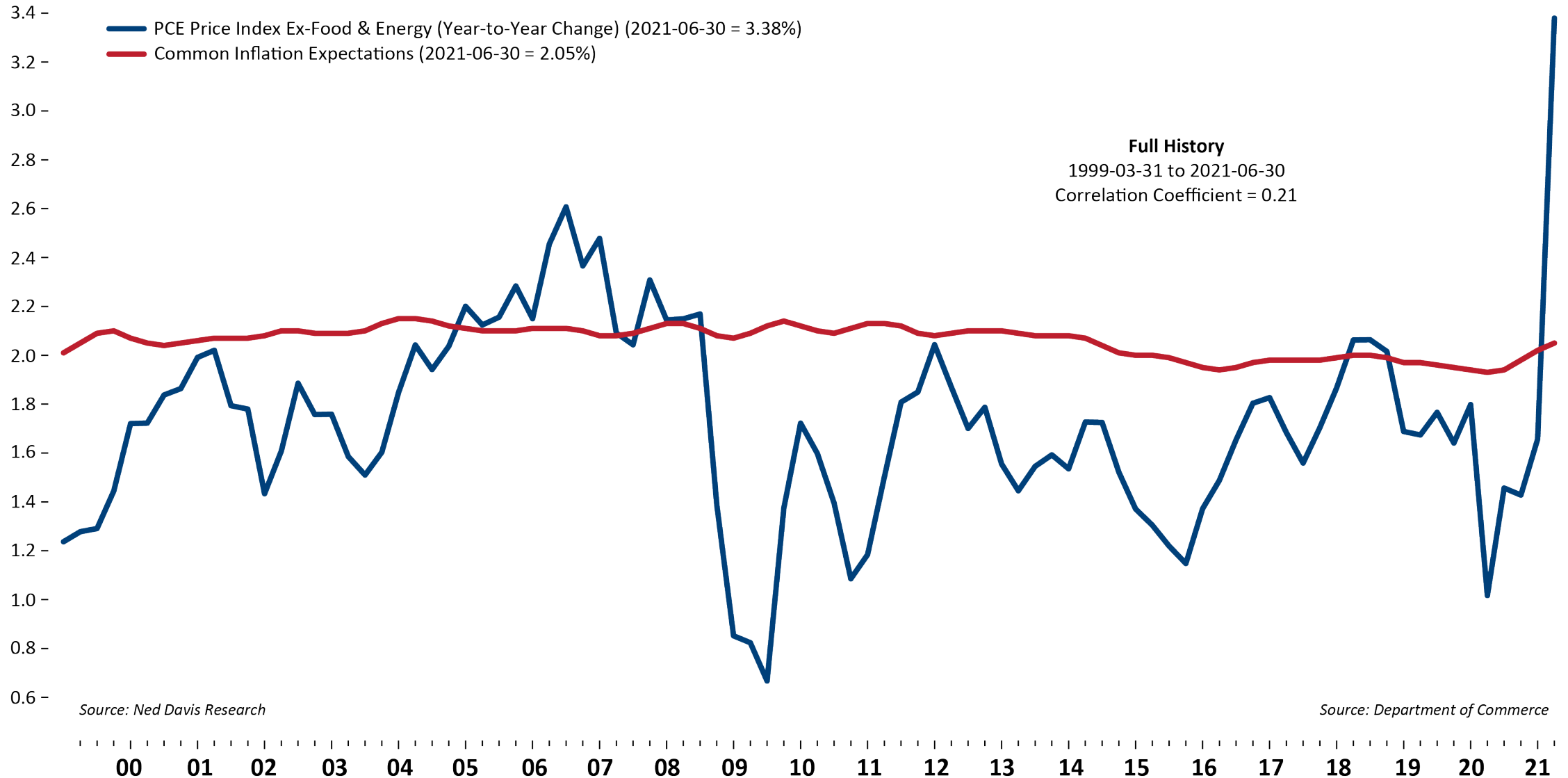
Source: Ned Davis Research. Past performance is not indicative of future results.

# S&P 500 Performance Since 1934

Prior 12-Month High	S&P 500	Mid-Term Low Date	S&P 500	% Loss to Mid-Term Low	Pre-Election Year High Date	S&P 500	% Gain from Mid-Term Low
2/6/1934	11.82	7/26/1934	8.36	-29.27%	11/19/1935	13.46	61.00%
<b>3/10/1937</b>	<b>18.67</b>	<b>3/31/1938</b>	<b>8.5</b>	<b>-54.47%</b>	<b>1/4/1939</b>	<b>13.23</b>	<b>55.65%</b>
7/28/1941	10.47	4/28/1942	7.47	-28.65%	7/14/1943	12.64	69.21%
5/29/1946	19.25	10/9/1946	14.12	-26.65%	2/8/1947	16.20	14.73%
1/11/1950	17.09	1/14/1950	16.65	-2.57%	10/15/1951	23.85	43.24%
<b>2/3/1953</b>	<b>26.54</b>	<b>1/11/1954</b>	<b>24.8</b>	<b>-6.56%</b>	<b>11/14/1955</b>	<b>46.41</b>	<b>87.14%</b>
7/15/1957	49.13	1/2/1958	40.33	-17.91%	8/3/1959	60.71	50.53%
12/12/1961	72.64	6/26/1962	52.32	-27.97%	12/31/1963	75.02	43.39%
2/9/1966	94.06	10/7/1966	73.2	-22.18%	9/25/1967	97.59	33.32%
<b>5/14/1969</b>	<b>106.16</b>	<b>5/26/1970</b>	<b>69.29</b>	<b>-34.73%</b>	<b>4/28/1971</b>	<b>104.77</b>	<b>51.21%</b>
<b>10/12/1973</b>	<b>111.44</b>	<b>10/3/1974</b>	<b>62.28</b>	<b>-44.11%</b>	<b>7/15/1975</b>	<b>95.61</b>	<b>53.52%</b>
12/31/1976	107.46	3/6/1978	86.9	-19.13%	10/5/1979	111.27	28.04%
<b>8/11/1981</b>	<b>133.85</b>	<b>8/12/1982</b>	<b>102.42</b>	<b>-23.48%</b>	<b>10/10/1983</b>	<b>172.65</b>	<b>68.57%</b>
1/7/1986	213.80	1/22/1986	203.49	-4.82%	8/25/1987	336.77	65.50%
<b>7/16/1990</b>	<b>368.95</b>	<b>10/11/1990</b>	<b>295.46</b>	<b>-19.92%</b>	<b>12/31/1991</b>	<b>417.09</b>	<b>41.17%</b>
2/2/1994	482.00	4/4/1994	438.92	-8.94%	12/13/1995	621.69	41.64%
12/5/1997	983.79	1/9/1998	927.69	-5.70%	12/31/1999	1469.25	58.38%
1/4/2002	1172.51	10/9/2002	776.76	-33.75%	12/31/2003	1111.92	43.15%
5/5/2006	1325.76	6/13/2006	1223.69	-7.70%	10/9/2007	1565.15	27.90%
4/23/2010	1217.28	7/2/2010	1022.58	-15.99%	4/29/2011	1363.61	33.35%
9/19/2014	2010.40	10/15/2014	1862.49	-7.36%	5/21/2015	2130.82	14.41%
9/20/2018	2930.75	12/24/2018	2351.1	-19.78%	12/27/2019	3240.02	37.81%
<b>Mean</b>				<b>-20.98%</b>			<b>46.49%</b>
<b>Median</b>				<b>-19.85%</b>			<b>43.32%</b>

# Actual Core PCE Inflation vs. Expected PCE Inflation

Quarterly Data 1999-03-31 to 2021-06-30



Source: Ned Davis Research

Source: Department of Commerce

E725D



# Inflation — Not the End of the World

Stocks Have Done Reasonably Well During Inflationary Periods

	Stocks	Bonds	Cash	Inflation
<b>1930s</b>	-0.9%	4.0%	1.0%	-2.1%
<b>1940s</b>	8.5%	2.5%	0.5%	5.5%
<b>1950s</b>	19.5%	0.8%	2.0%	2.0%
<b>1960s</b>	7.7%	2.4%	4.0%	2.3%
<b>1970s</b>	5.9%	5.4%	6.3%	7.1%
<b>1980s</b>	17.3%	12.0%	8.8%	5.5%
<b>1990s</b>	18.0%	7.4%	4.8%	3.0%
<b>2000s</b>	-1.0%	6.3%	2.7%	2.6%
<b>2010s</b>	13.4%	4.1%	0.5%	1.8%



# Treasuries Get Hit by Rising Rates...Credit Provides Some Shelter

Rising Rate Periods	10-Year Treasury Rate Increase (bps)*	Bloomberg Barclay's 7-10-Year U.S. Treasuries**	Bloomberg Barclay's U.S. Corporate Investment Grade***	Bloomberg Barclay's U.S. Corporate High Yield****
8/4/2020-3/31/2021	122	-7.38%	-3.26%	7.04%
09/07/2017-11/08/2018	119	-5.29%	-2.73%	2.78%
07/05/2016-03/13/2017	125	-7.01%	-2.10%	8.73%
07/25/2012-12/31/2013	161	-7.03%	0.53%	14.71%
10/06/2010-04/08/2011	118	-5.72%	-1.21%	7.28%
12/18/2008-12/31/2009	177	-6.42%	21.05%	73.30%
06/02/2005-06/28/2006	136	-4.28%	-2.72%	5.49%
10/05/1998-01/20/2000	263	-8.11%	-3.02%	3.77%
01/18/1996-07/05/1996	153	-5.29%	-4.19%	2.78%
10/15/1993-11/07/1994	286	-7.01%	-8.11%	8.73%

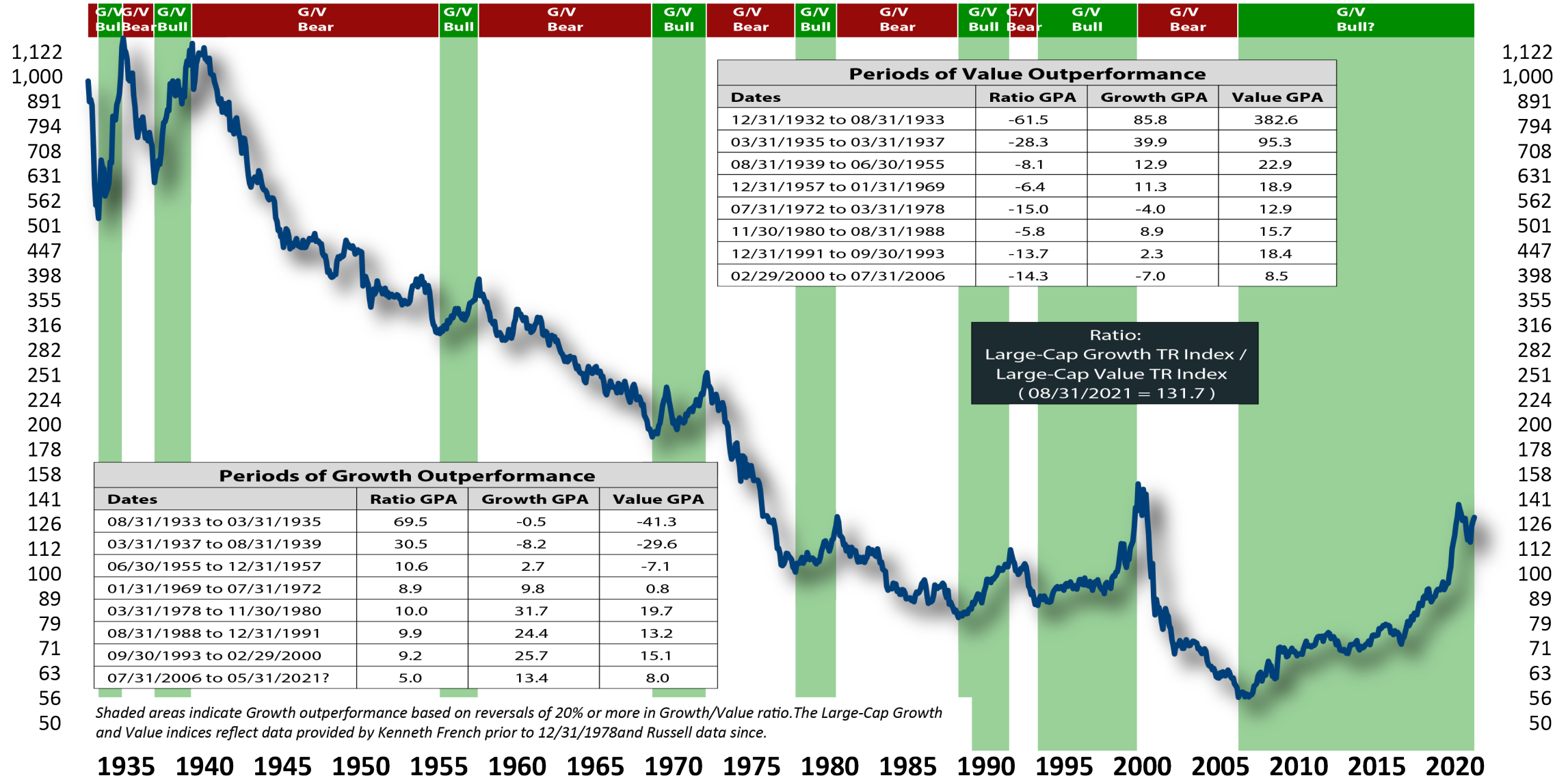
\*10-Year Treasury Constant Maturity Rate.

\*\*Cumulative Return of Bloomberg Barclays U.S. Aggregate Government-Treasury7-10, \*\*\*Cumulative Return of Bloomberg Barclays U.S. Corporate Investment Grade, \*\*\*\*Cumulative Return of Bloomberg Barclays U.S. Aggregate Credit Corporate HY. Past performance is no guarantee of future results. Investors cannot directly invest in an index and unmanaged index returns do not reflect any fees, expenses or sales charges.



# Long-Term Trends in Large-Cap Growth/Value Relative Performance

Monthly Data 1932-12-31 to 2021-08-31 (Log Scale)



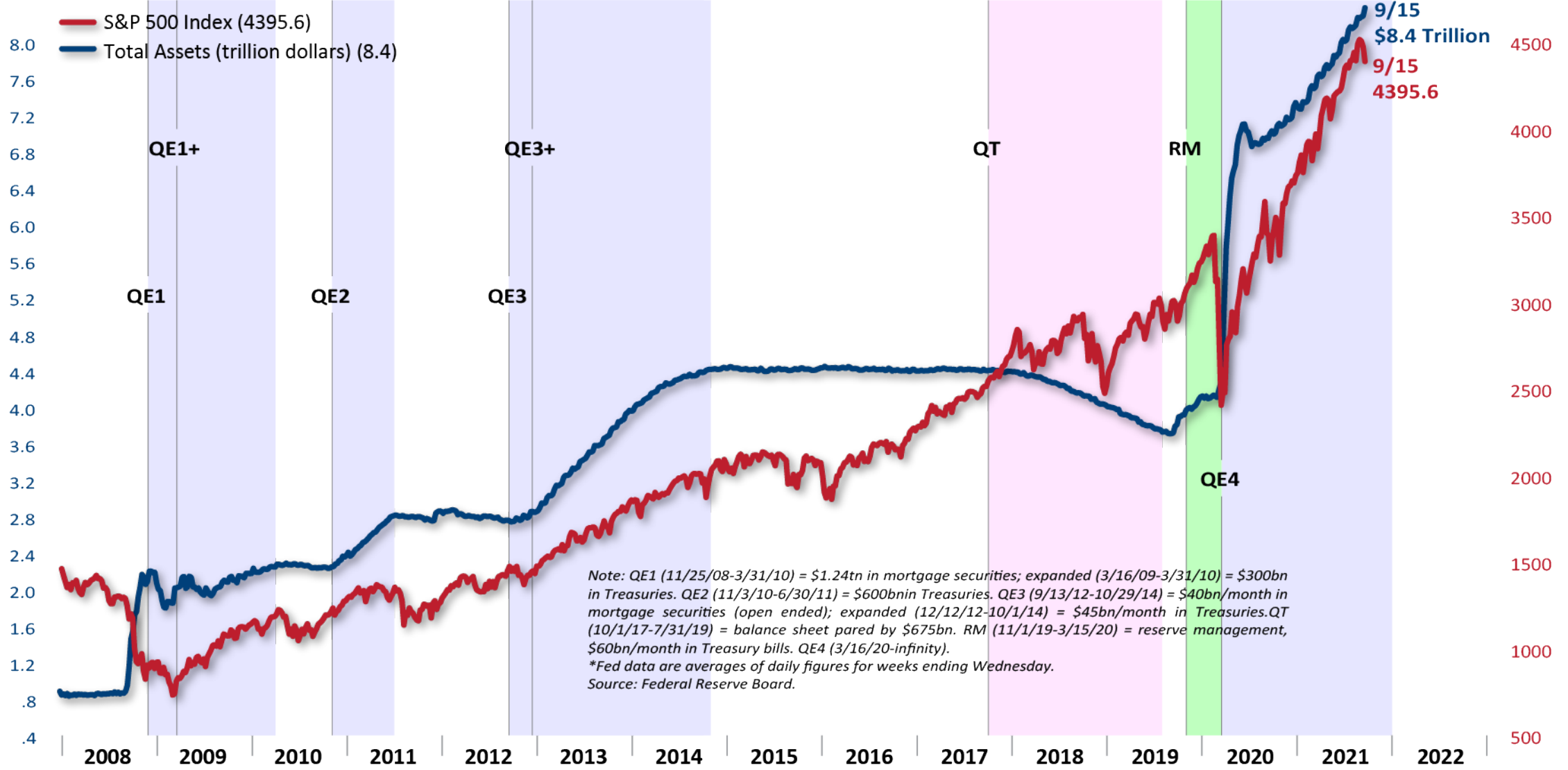
Shaded areas indicate Growth outperformance based on reversals of 20% or more in Growth/Value ratio. The Large-Cap Growth and Value indices reflect data provided by Kenneth French prior to 12/31/1978 and Russell data since.

AA067A

Source: Ned Davis Research



# S&P 500 & Fed Assets\* (weekly)

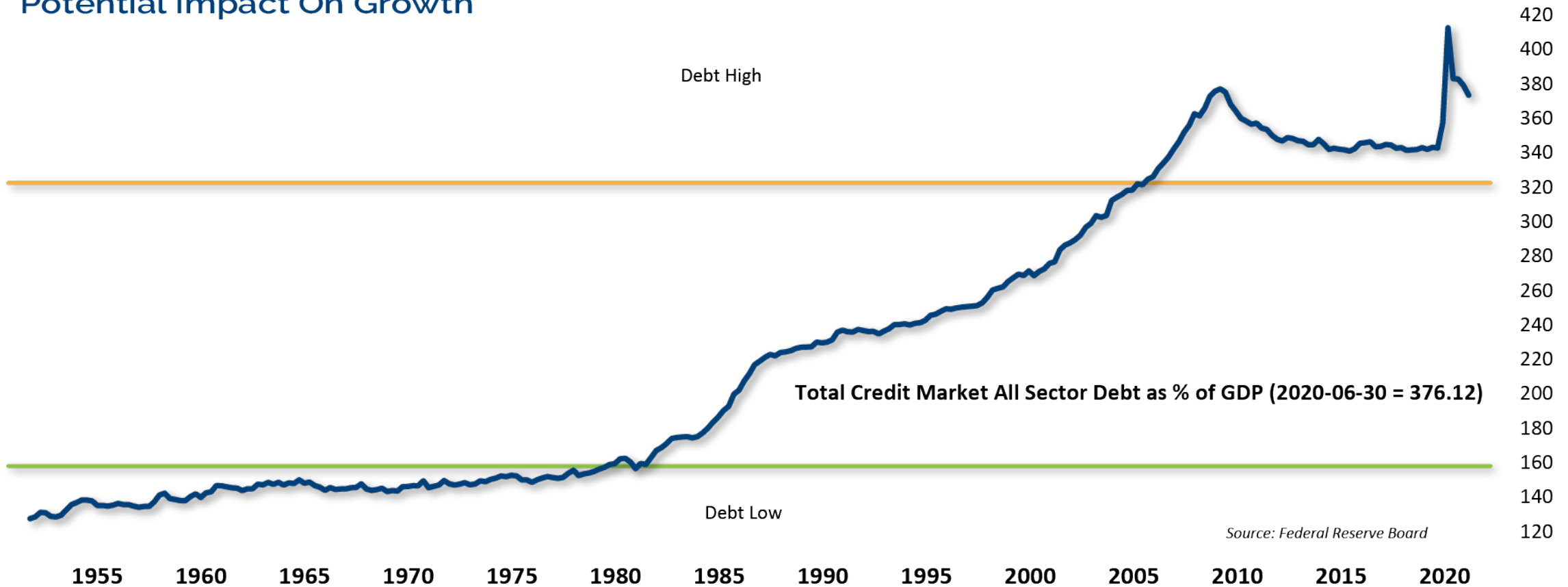


Source: yardeni.com



# Total Credit Market Debt's (All Sectors, as a % of GDP) Potential Impact On Growth

Quarterly Data 1951-12-31 to 2021-06-30



Source: Federal Reserve Board

Multi-Factor Mode Analysis ( 1951-12-31 - 2021-06-30 )								
Total Credit Market Debt/GDP is:	Nominal GDP Gain/Annum	Real GDP Gain/Annum	Nonfarm Payrolls Gain/Annum	CPI Inflation Gain/Annum	Real Non-Res Investment Gain/Annum	Non-Financial Productivity Gain/Annum	Net National Savings Gain/Annum	% Time In Mode
Above 325%	3.51	1.64	0.49	2.10	3.25	1.14	-0.71	22.30
160% to 325%	6.30	3.16	1.55	3.63	5.22	2.26	2.85	37.05
160% and Below	7.51	3.57	2.26	3.92	8.97	2.31	6.01	40.65

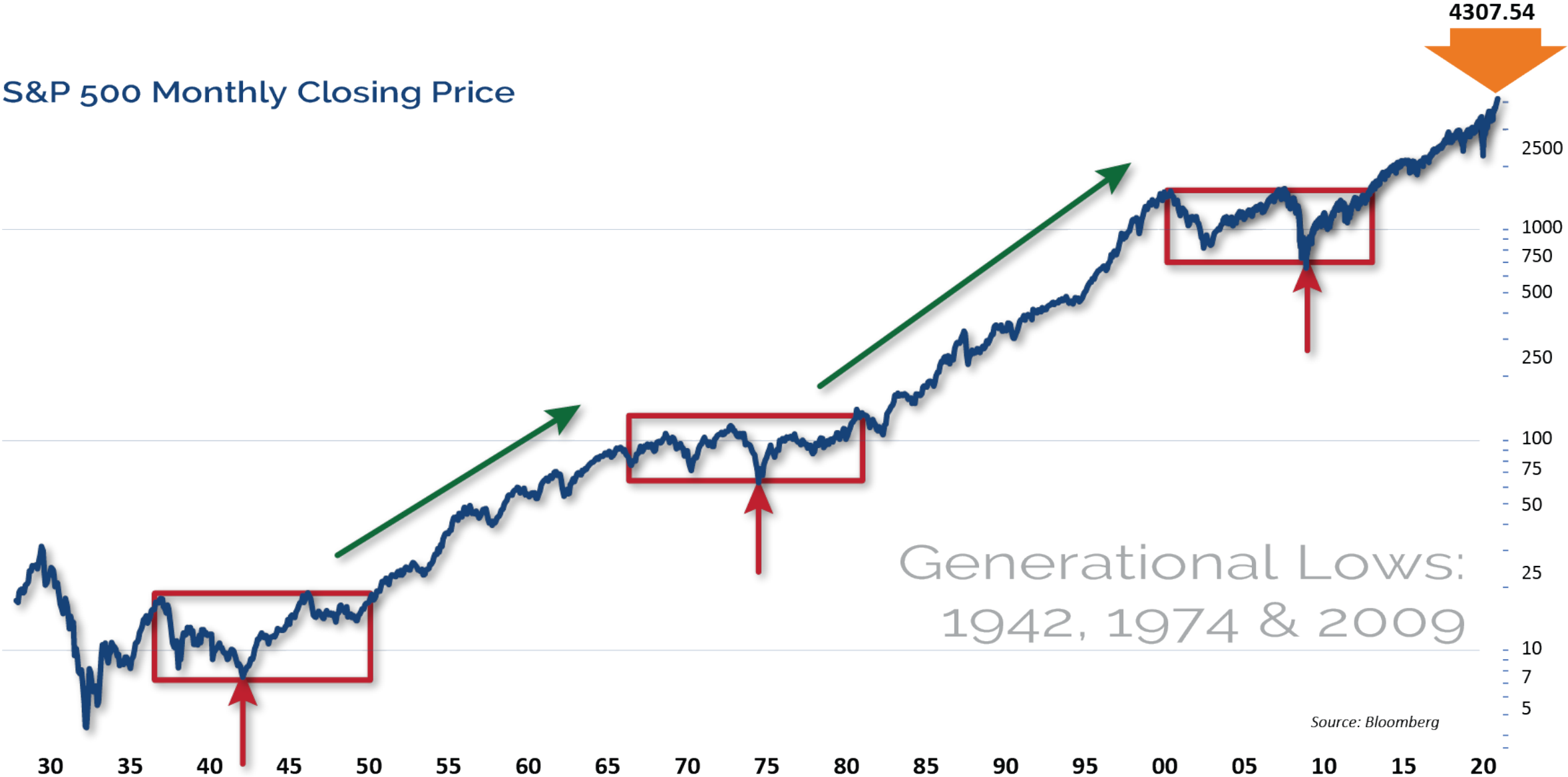
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Source: Ned Davis Research





# S&P 500 Monthly Closing Price



Generational Lows:  
1942, 1974 & 2009

Source: Bloomberg



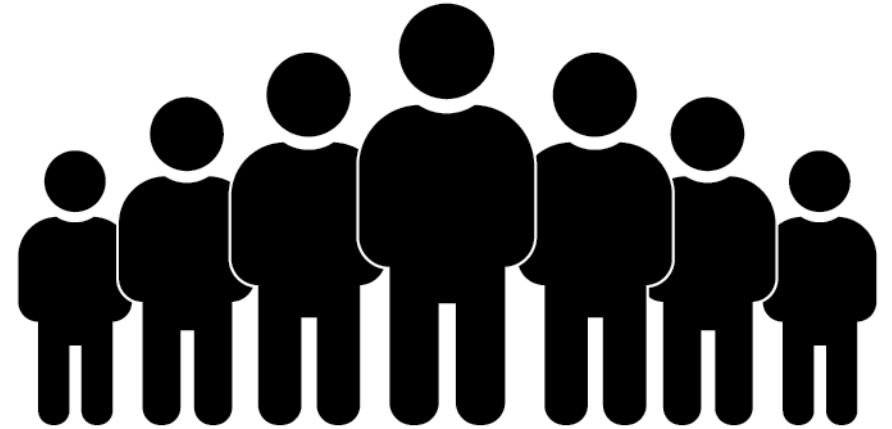
# Cultivating Happy Clients with Behavioral Psychology

**Christopher Cullen, CIMA®**  
**EVP, Chief Distribution Officer**





Manage Money



Manage Humans





Manage Money



Manage Humans





**\$1,000**

The

One Thousand Dollar

Game

Bank of America.

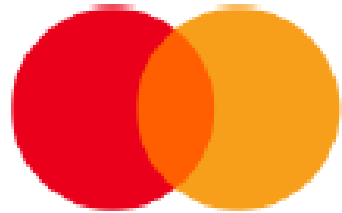


Coca-Cola



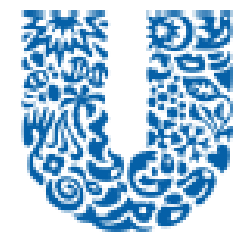
Walmart \*

Google



mastercard

BARCLAYS



Unilever





*Brian Portnoy*

THE GEOMETRY OF WEALTH

Listen at Informed Choice Radio - [www.icradio.co.uk](http://www.icradio.co.uk)

“People are disappointed by the very things they think they want... they routinely mispredict how much pleasure or displeasure future events will bring.”

Brian Portnoy, PhD



# The Happiness Formula

$$\text{Happiness}(t) = w_0 + w_1 \sum_{j=1}^t \gamma^{t-j} CR_j + w_2 \sum_{j=1}^t \gamma^{t-j} EV_j + w_3 \sum_{j=1}^t \gamma^{t-j} RPE_j$$

Robb Rutledge et al., "A computational and neural model of momentary subjective well-being."

[www.pnas.org/cgi/doi/10.1073.pnas.1407535111](http://www.pnas.org/cgi/doi/10.1073.pnas.1407535111)





# The Real Equation

$$\text{Happiness} = \text{Reality} - \text{Expectations}$$





“We didn’t underperform. You overexpected.”

Investors

11.7%

Advisors

5.5%

These are expected portfolio returns above inflation



1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
S&P 500 Growth	MSCI Emerging Markets	Russell 2000 Value	Russell 2000 Value	Bloomberg Barclays Agg	MSCI Emerging Markets	MSCI Emerging Markets	MSCI Emerging Markets	MSCI Emerging Markets	MSCI Emerging Markets	Bloomberg Barclays Agg	MSCI Emerging Markets	Russell 2000 Growth	Bloomberg Barclays Agg	MSCI Emerging Markets	Russell 2000 Growth	S&P 500 Growth	S&P 500 Growth	Russell 2000 Value	MSCI Emerging Markets	
42.16%	66.84%	22.83%	14.02%	10.26%	55.82%	25.55%	34.00%	32.17%	39.38%	5.24%	78.51%	29.09%	7.84%	18.23%	43.30%	14.89%	5.52%	31.74%	37.28%	
S&P 500	Russell 2000 Growth	Bloomberg Barclays Agg	Bloomberg Barclays Agg	Bloomberg Barclays High Yield	Russell 2000 Growth	Russell 2000 Value	MSCI World ex USA	MSCI World ex USA	MSCI World ex USA	Bloomberg Barclays High Yield	Bloomberg Barclays High Yield	Russell 2000	Bloomberg Barclays High Yield	Russell 2000 Value	Russell 2000	S&P 500	S&P 500	Russell 2000	S&P 500 Growth	
28.58%	43.09%	11.63%	8.43%	-1.37%	48.54%	22.25%	14.47%	25.71%	12.44%	-26.16%	58.21%	26.85%	4.98%	18.05%	38.82%	13.69%	1.38%	21.31%	27.44%	
MSCI World ex USA	S&P 500 Growth	S&P 500 Value	Bloomberg Barclays High Yield	MSCI Emerging Markets	Russell 2000	MSCI World ex USA	S&P 500 Value	Russell 2000 Value	S&P 500 Growth	Russell 2000 Value	Russell 2000 Growth	Russell 2000 Value	S&P 500 Growth	S&P 500 Value	Russell 2000 Value	S&P 500 Value	Bloomberg Barclays Agg	S&P 500 Value	MSCI World ex USA	
18.77%	28.24%	6.08%	5.28%	-6.16%	47.25%	20.38%	5.82%	23.48%	9.13%	-28.92%	34.47%	24.50%	4.65%	17.68%	34.52%	12.36%	0.55%	17.40%	24.21%	
S&P 500 Value	MSCI World ex USA	Russell 2000	Russell 2000	Russell 2000 Value	Russell 2000 Value	Russell 2000	S&P 500	S&P 500 Value	Russell 2000 Growth	Russell 2000	MSCI World ex USA	MSCI Emerging Markets	MSCI World ex USA	S&P 500 Growth	Bloomberg Barclays Agg	Russell 2000 Growth	Bloomberg Barclays High Yield	Russell 2000 Growth		
14.68%	27.92%	-3.02%	2.49%	-11.43%	46.03%	18.33%	4.91%	20.81%	7.05%	-33.79%	33.67%	18.88%	2.11%	16.41%	32.75%	5.97%	-1.38%	17.13%	22.17%	
Bloomberg Barclays Agg	Russell 2000	Bloomberg Barclays High Yield	MSCI Emerging Markets	MSCI World ex USA	MSCI World ex USA	S&P 500 Value	Russell 2000 Value	Russell 2000	Bloomberg Barclays Agg	S&P 500 Growth	S&P 500 Growth	Bloomberg Barclays High Yield	S&P 500 Value	Russell 2000	S&P 500	Russell 2000 Growth	MSCI World ex USA	S&P 500	S&P 500	
8.67%	21.26%	-5.86%	-2.61%	-15.80%	39.42%	15.71%	4.71%	18.37%	6.97%	-34.92%	31.57%	15.12%	-0.48%	16.35%	32.39%	5.60%	-3.04%	11.96%	21.83%	
Bloomberg Barclays High Yield	S&P 500	S&P 500	Russell 2000 Growth	Russell 2000	S&P 500 Value	Russell 2000 Growth	Russell 2000	S&P 500	S&P 500	S&P 500	Russell 2000	S&P 500 Value	Russell 2000 Growth	S&P 500	S&P 500 Value	Russell 2000	S&P 500 Value	Russell 2000 Growth	S&P 500 Value	
1.87%	21.04%	-9.11%	-9.23%	-20.48%	31.79%	14.31%	4.55%	15.79%	5.49%	-37.00%	27.17%	15.10%	-2.91%	16.00%	31.99%	4.89%	-3.13%	11.32%	15.36%	
Russell 2000 Growth	S&P 500 Value	MSCI World ex USA	S&P 500 Value	S&P 500 Value	Bloomberg Barclays High Yield	Bloomberg Barclays High Yield	Russell 2000 Growth	Russell 2000 Growth	S&P 500 Value	Russell 2000 Growth	S&P 500	S&P 500	Russell 2000	Bloomberg Barclays High Yield	MSCI World ex USA	Russell 2000 Value	Russell 2000	MSCI Emerging Markets	Russell 2000	
1.23%	12.73%	-13.37%	-11.71%	-20.85%	28.97%	11.13%	4.15%	13.35%	1.99%	-38.54%	26.47%	15.06%	-4.18%	15.81%	21.02%	4.22%	-4.41%	11.19%	14.65%	
Russell 2000	Bloomberg Barclays High Yield	S&P 500 Growth	S&P 500	S&P 500	S&P 500	S&P 500	S&P 500 Growth	Bloomberg Barclays High Yield	Bloomberg Barclays High Yield	S&P 500 Value	S&P 500 Value	S&P 500 Growth	Russell 2000 Value	S&P 500 Growth	Bloomberg Barclays High Yield	Bloomberg Barclays High Yield	Bloomberg Barclays High Yield	S&P 500 Growth	Russell 2000 Value	
-2.55%	2.39%	-22.08%	-11.89%	-22.10%	28.68%	10.88%	4.00%	11.85%	1.87%	-39.22%	21.17%	15.05%	-5.50%	14.61%	7.44%	2.45%	-4.47%	6.89%	7.84%	
Russell 2000 Value	Bloomberg Barclays Agg	Russell 2000 Growth	S&P 500 Growth	S&P 500 Growth	S&P 500 Growth	S&P 500 Growth	Bloomberg Barclays High Yield	S&P 500 Growth	Russell 2000	MSCI World ex USA	Russell 2000 Value	MSCI World ex USA	MSCI World ex USA	Russell 2000 Growth	Bloomberg Barclays Agg	MSCI Emerging Markets	Russell 2000 Value	MSCI World ex USA	Bloomberg Barclays High Yield	
-6.45%	-0.83%	-22.43%	-12.73%	-23.59%	25.66%	6.13%	2.74%	11.01%	-1.57%	-43.56%	20.58%	8.95%	-12.21%	14.59%	-2.02%	-2.19%	-7.47%	2.75%	7.50%	
MSCI Emerging Markets	Russell 2000 Value	MSCI Emerging Markets	MSCI World ex USA	Russell 2000 Growth	Bloomberg Barclays Agg	Bloomberg Barclays Agg	Bloomberg Barclays Agg	Bloomberg Barclays Agg	Russell 2000 Value	MSCI Emerging Markets	Bloomberg Barclays Agg	Bloomberg Barclays Agg	MSCI Emerging Markets	Bloomberg Barclays Agg	MSCI Emerging Markets	MSCI Emerging Markets	MSCI World ex USA	MSCI Emerging Markets	Bloomberg Barclays Agg	Bloomberg Barclays Agg
-25.34%	-1.49%	-30.71%	-21.40%	-30.26%	4.10%	4.34%	2.43%	4.33%	-9.78%	-53.33%	5.93%	6.54%	-18.42%	4.21%	-2.60%	-4.32%	-14.92%	2.65%	3.54%	





### The Truth About Top-Performing Money Managers

Why investors should expect – and accept – periods of poor relative performance

By Baird's Asset Manager Research

#### Executive Summary

It's only natural for investors to look at past performance when selecting managers of either mutual funds or separate accounts. Almost everyone is impressed by a strong track record. However, investors may be making a crucial mistake by fleeing from recent losers and flocking to recent winners, especially if they act on relatively short-term results.

According to a study conducted by Baird, at some point in their careers, virtually all top-performing money managers underperform their benchmark and their peers, particularly over time periods of three years or less. Rather than abandoning a top-performing manager during one of these periods, investors should anticipate and, quite often, accept this performance cycle. Why? By chasing performance, investors fall into an ongoing pattern of buying after share prices have risen considerably and selling after they have dropped. This behavior opposes the basic tenet of investing – buy low and sell high – and can cut dramatically into investor wealth. In addition, past performance is only part of the story. Professionals who analyze investment managers know that the drivers of performance are equally important.

Our study, which updated and built upon prior research, revealed that investors with the patience to stick with a top manager through trying times are likely to reap greater rewards than those who chase the latest winner. Although there are times when a change in manager is warranted, our research revealed that the longer an investor sticks with a top-performing manager, the better the chances of success.

This paper will explore the tendency of top managers to underperform and the reaction of investors when they do. It will also offer insights to help investors uncover the reasons behind a manager's performance and make informed decisions based on longer-term results.

Evidence confirms that it is virtually certain that all top-performing managers will go through prolonged periods where they underperform their benchmarks and lag their peers.

### Even the Best Investment Managers Underperform

In general, money managers are considered top managers when they have a history of outperforming their benchmarks and their peers. They add real value by producing returns that exceed management fees over a long period of time. Our study looked at a group of more than 2,000 mutual funds with a 10-year track record as of December 31, 2013, and narrowed the list to 625 that outperformed their respective benchmarks by one percentage point or more, on an annualized basis, over the 10-year period.

Furthermore, we included only those that outperformed *and* exhibited less volatility than the market benchmark. This narrowed our list to a select 155 funds.

In dollar terms, these top performers generated more than \$10,000 in incremental wealth above the benchmark's return for every \$100,000 invested over the period. Clearly, this is no ordinary subset of managers. Their 10-year performance records are truly outstanding.

One of the purposes of this study was to determine what percentage of these managers fell short of their benchmark over any three-year period within the 10 years.<sup>2</sup> The results are compelling. Despite their impressive long-term performance, almost all of these top-performing managers underperformed at some point. In fact, evidence confirms that it is virtually certain that all top-performing managers will go

through prolonged periods where they underperform their benchmarks and lag their peers.

Approximatel managers had period in whi by one percen fact, on averaq during *eight se* periods (out c half of them l by three perce three separate of them fell fi points below i least one three

When compa 90% of them at least one th they remaine average of aln appears that v their peer gro remain there i

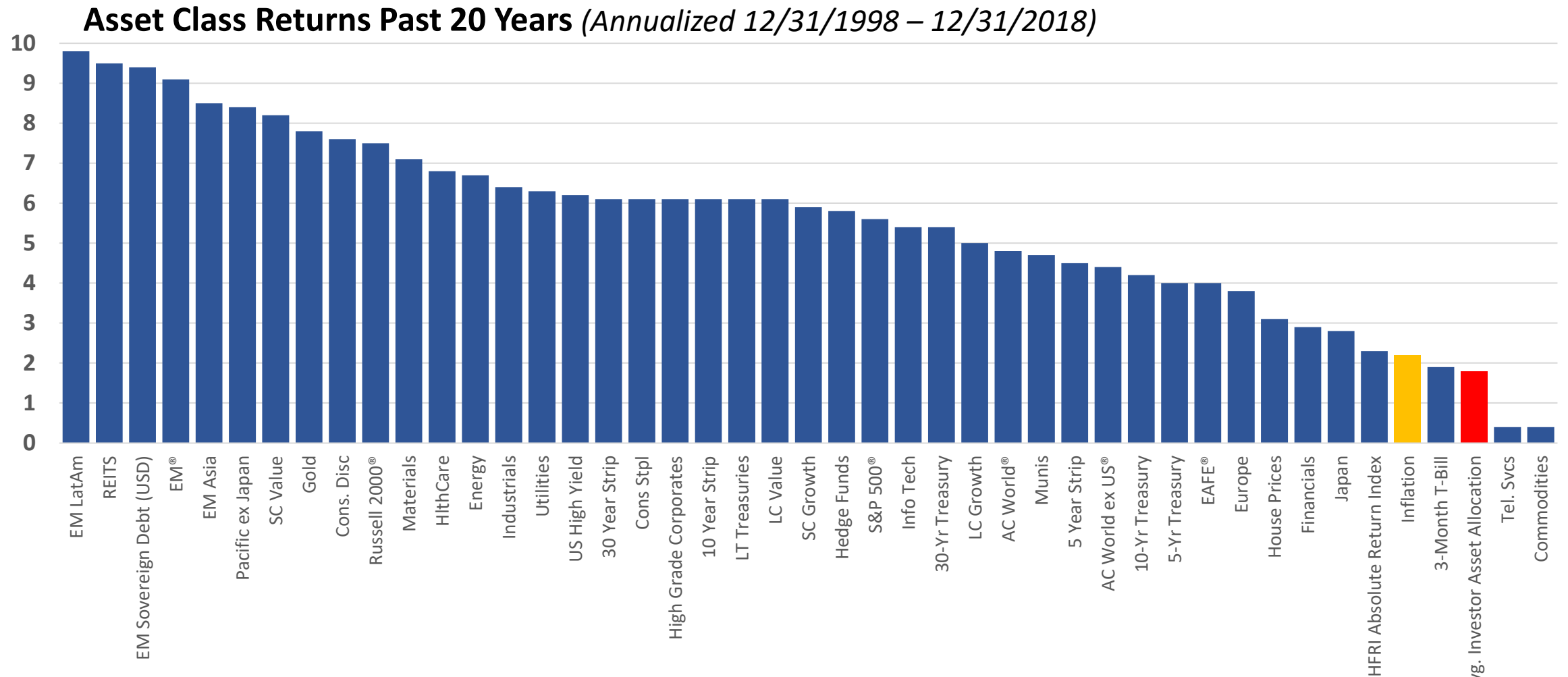
Depending on periods investc have been high saw. Still, all of top performer time span.

We also looke periods of 12 our experienc decisions base performance. more telling. , dropped below average at leas to their peers, 12-month tin

Despite their impressive long-term performance, almost all of these top-performing managers underperformed at some point. In fact, evidence confirms that it is virtually certain that all top-performing managers will go through prolonged periods where they underperform their benchmarks and lag their peers.



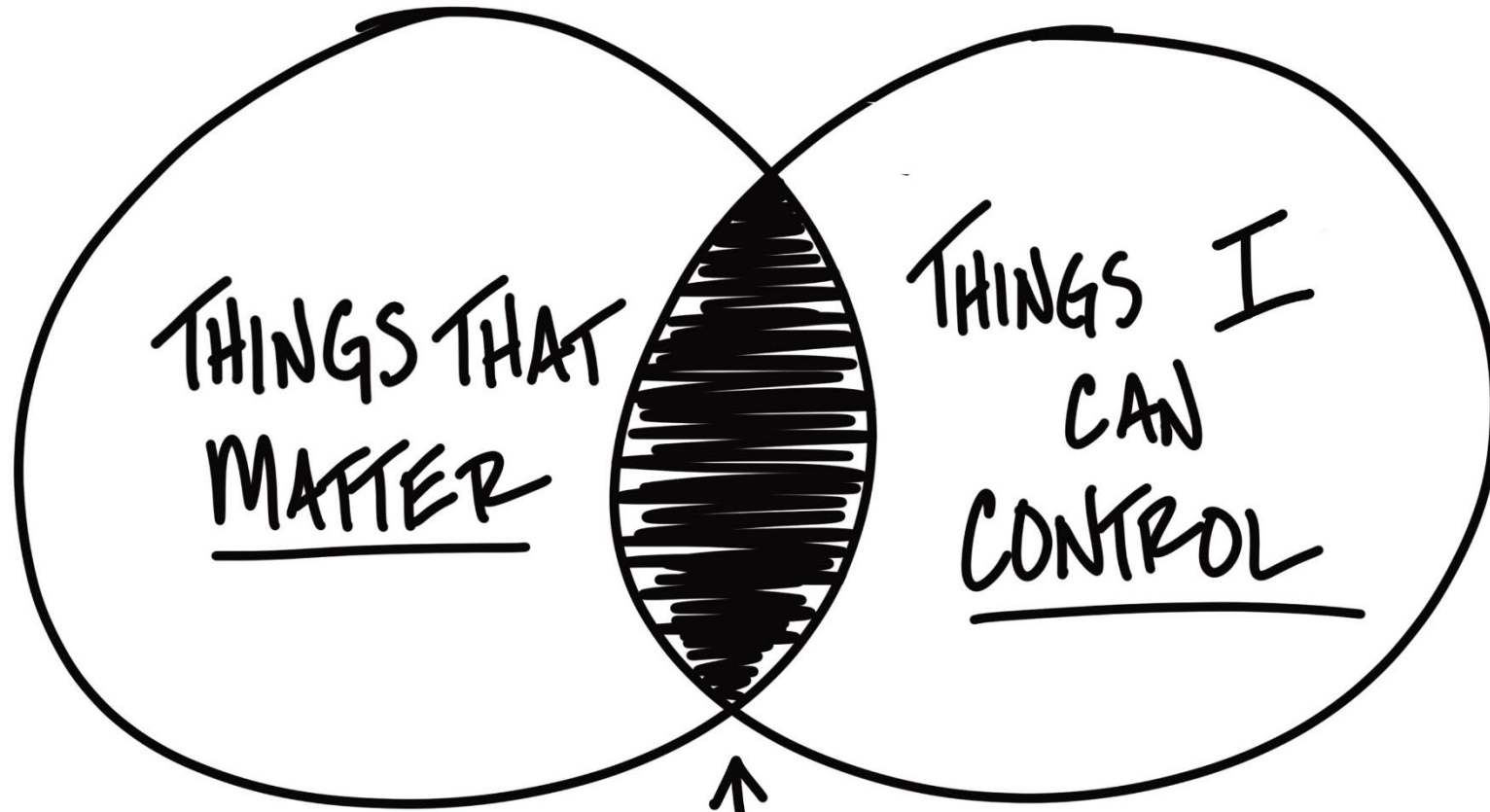
# The Behavior Gap



12/31/1998-12/31/2018.

Source: Richard Bernstein Advisors LLC., Bloomberg, MSCI, Standard & Poor's, Russell, HFRI, ICE BofAML, DALBAR, FHFA, FRB, FTSE. Total Returns in USD. \*Average Investor returns are represented by DALBAR's investor returns which represent the change in total mutual fund assets after excluding sales, redemptions and exchanges. Past performance is not indicative of future results.



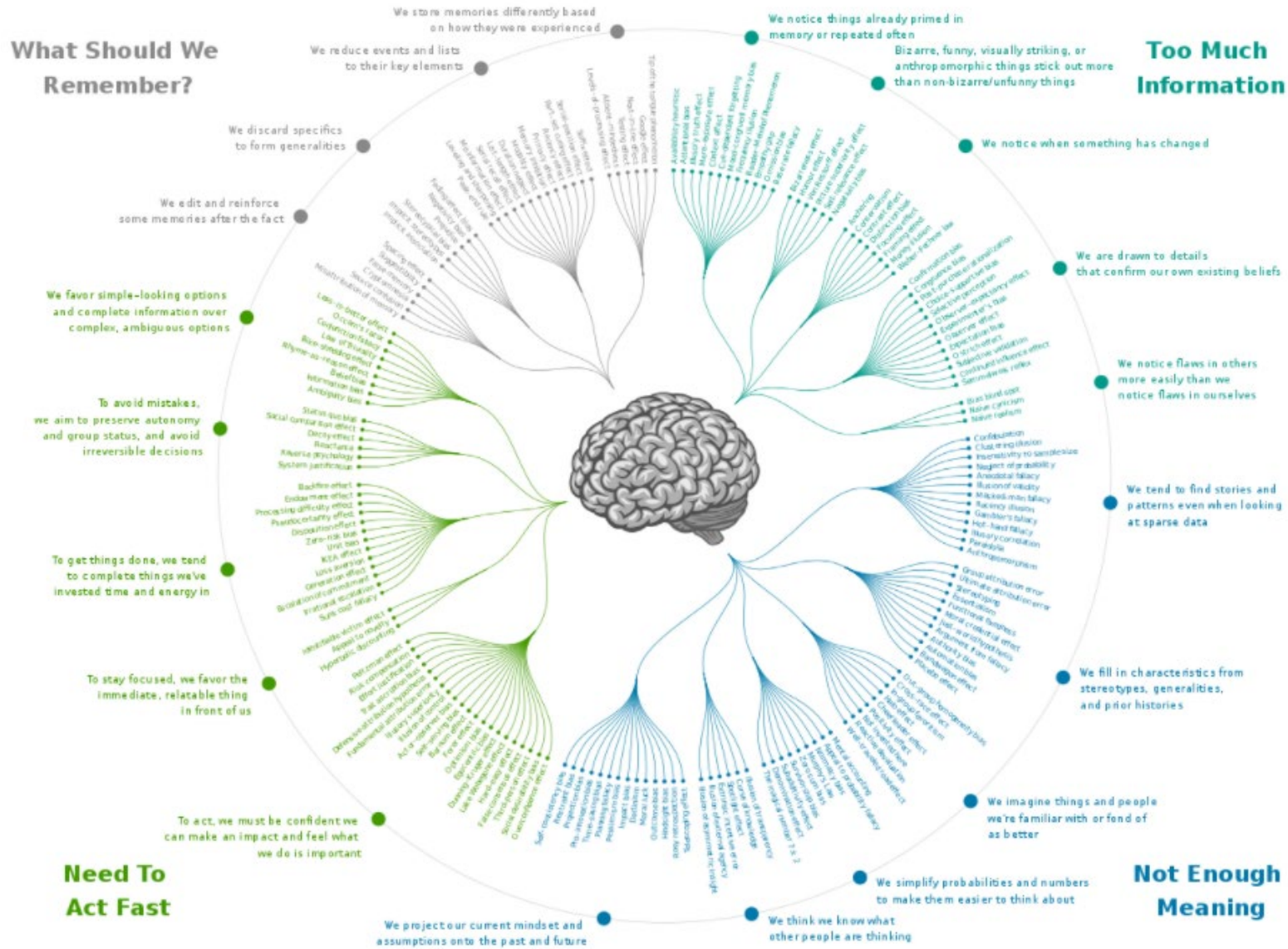


WHAT I TRY TO FOCUS ON!

BEHAVIOR GAP



# The Cognitive Bias Codex

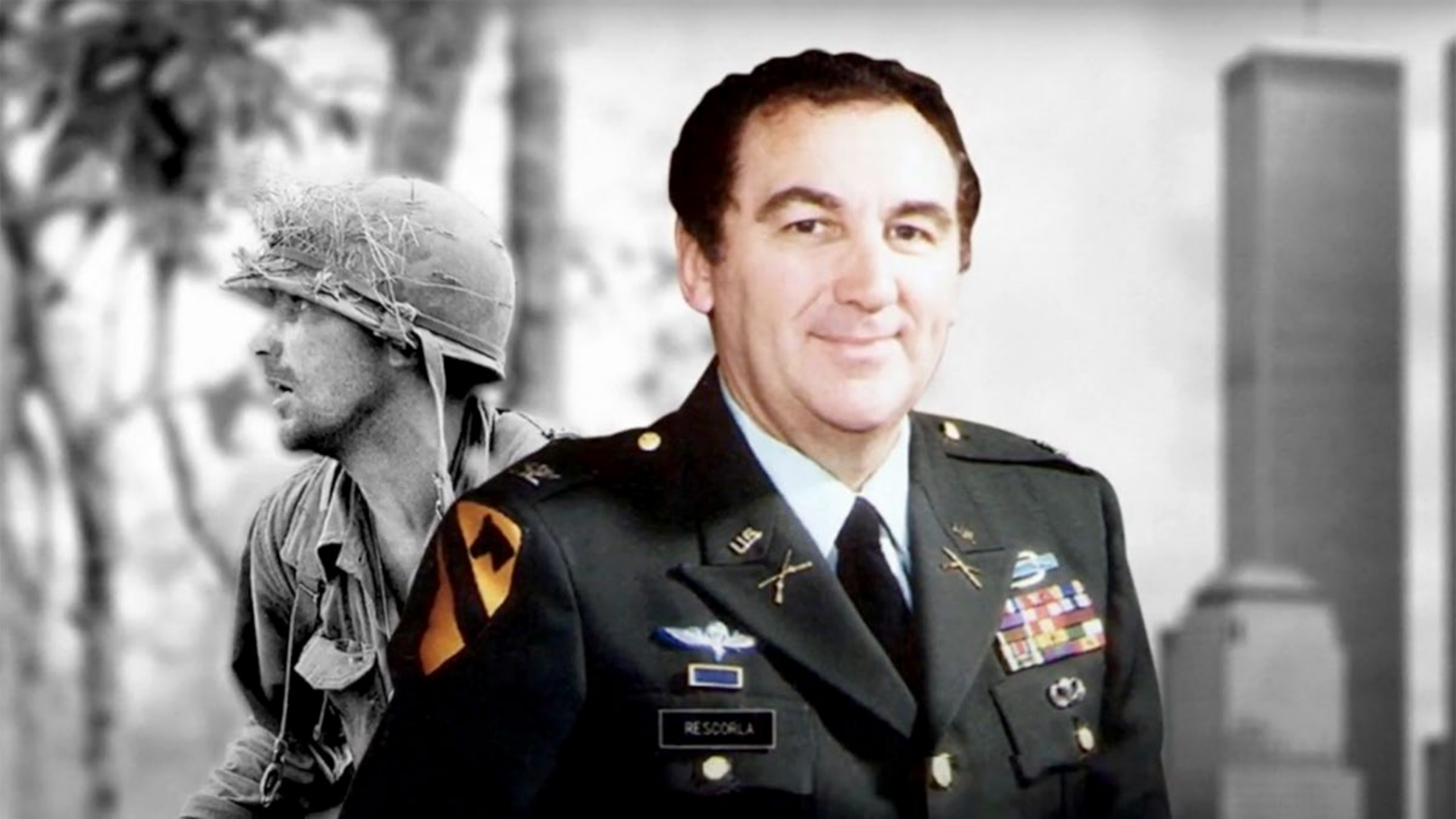




1. Set clear expectations.
2. Remind clients about the expectations you set.









# The Real Equation

$$\text{Happiness} = \text{Reality} - \text{Expectations}$$



# Growing Your Business

With Clark Capital's  
Client Portfolio Management Team

**Glenn Dorsey, CFA® , CAIA®**  
**SVP, Head of Client Portfolio Management**



# Client Portfolio Management Team

## An Extension of Your Team

- 11 Members

- ❖ Client Portfolio Managers

- 4 CFA® Charterholders, 1 CAIA®
- 25 years average in Investment Business

- ❖ Support Team

- 5 Client Portfolio Analysts
- 2 Tax Transition Specialists



# Your East Coast CPM Team



Glenn Dorsey, CFA®, CAIA®  
Senior Vice President, Head of  
Client Portfolio Management



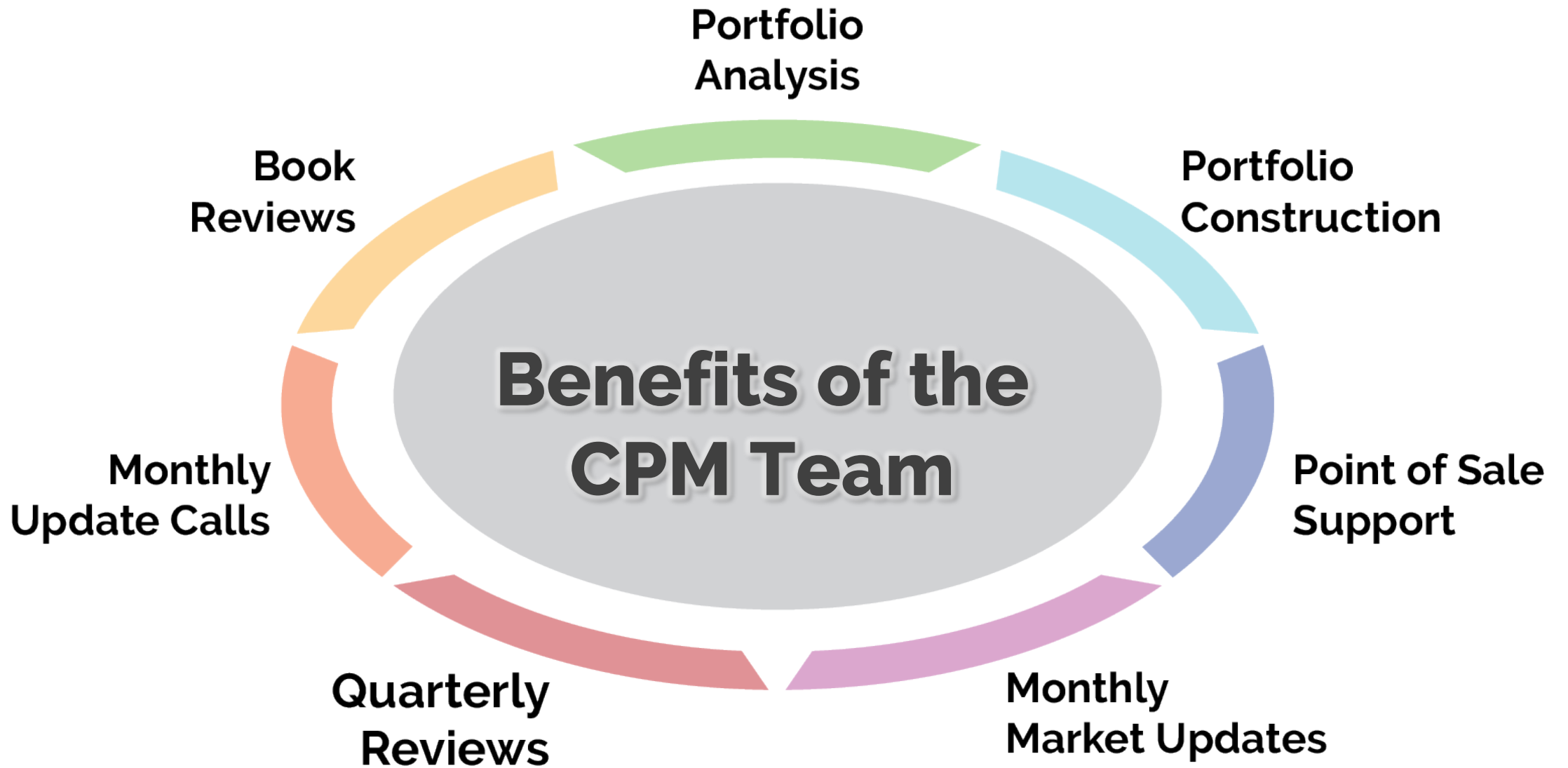
John Archbold, CFA®  
Client Portfolio Manager

## Contact

Email	CPMTeamDorsey@ccmg.com
Phone	215-999-8258









How Do We Help  
You Win Business?

**SAMPLE**



# Portfolio Analysis

Prepared for:  
**Valued Client**

ANALYTICS      PERSONAL FUND      TAX TRANSITION

A horizontal banner with a blue-tinted city skyline background. The text "Prepared for: Valued Client" is centered in a dark blue serif font. Below the banner is a horizontal bar divided into three colored segments: orange on the left with the word "ANALYTICS", dark blue in the middle with "PERSONAL FUND", and green on the right with "TAX TRANSITION".

**On behalf of:**

**Valued Advisor**

---

For use with your financial advisor



## Executive Summary

# Portfolio Analysis

- Portfolio Value: \$4.7 million    Stock/Bond Allocation: 44%/56%    Profile: Moderate risk profile
  - Portfolio Construction: 17 positions; Funds (ETF & MF) (99%) and cash/mmf (1%)
  - Mutual funds open investors to an added layer of fees as well as the impact of other shareholders activities, which could result in potentially adverse tax consequences. We favor individual security ownership as the core of a client's portfolio.
- Equity Allocation: 44%
  - International Equity Allocation: 29% as a percentage of the Equity Allocation; within CCMG target range of 25%-35%. International stocks have significantly underperformed U.S. stocks in 2018, primarily due to strength in the U.S. dollar. However, a more accommodative monetary environment combined with suppressed asset valuations and a steady earnings outlook create a potentially attractive climate for international stocks, which drives our allocation to international equities.
  - Market Cap Allocations: Large 74%, Mid 20%, and Small Cap 6%
  - Style Orientation: Growth 32%, Core 31% and Value 37%
  - Sector Allocations: Overweight to Financials and Healthcare stocks. Under-weight to the IT and Communication Services sectors
  - Active and tactical equity portfolio management can target various market caps, styles, and sectors to position the portfolio in what we believe to be the more attractive pockets of the market, as well as those exhibiting better relative strength.
- Fixed Income: 56%
  - We favor active management of individual bonds versus funds for the core of a client's fixed income portfolio because bonds mature, but funds do not. However, we also believe a tactical approach to fixed income – utilizing funds – can complement core bond holdings in what we believe will be a rising interest rate environment.
  - In our opinion, the current fixed income climate favors active bond management versus a bond ladder. We want to be able to invest at specific spots on the yield curve where we find the most value and do it at the time we find most advantageous compared to simply buying a bond when another bond matures.
  - Credit Quality: A2 Average – Higher credit quality can limit yield opportunities and income generation
  - Modified Duration: 5.4 Years – Longer duration can subject portfolio to increased interest rate risk
  - Cash allocations offer a limited income stream.
  - Clark Capital favors credit over interest rate risk in the current environment.



# SAMPLE

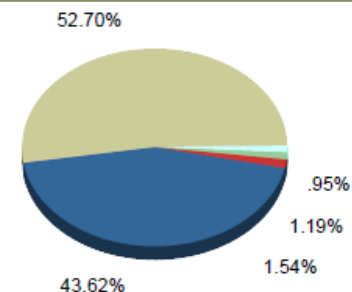
## Portfolio Overview: Total

Portfolio : Valued Client  
 Benchmark : MSCI All Country World  
 Currency : U.S. Dollar

Analysis from : 3/29/2019 - 5/31/2019  
 Holdings as of : 5/31/2019  
 Holdings Type: Direct Holdings

### Asset Allocation

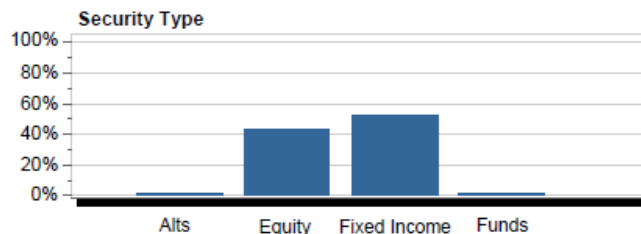
	Mkt Value(\$)	% of Port
Fixed Income	2,476,946	52.70%
Equity	2,049,993	43.62%
Alternatives	72,228	1.54%
[Cash]	55,791	1.19%
Funds	44,765	0.95%
<b>Invested Total</b>	<b>4,699,723</b>	<b>100.00%</b>



### Geographic Allocation

United States	71.25%
United Kingdom	4.72%
Japan	3.95%
Switzerland	2.02%
Germany	1.96%
France	1.85%
Netherlands	1.84%
Hong Kong	1.65%
<b>Invested Total</b>	<b>100.00%</b>

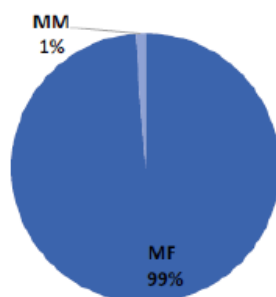
### Asset Type



### Portfolio Characteristics

	Portfolio
FI Yield	4.35
Equity Yield	2.33
Portfolio Yield	3.21
Port. MPT Beta	0.45
Yield to Maturity	3.17
Est. Annual Income	95,556

### Portfolio Breakdown



Factset

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### Top 10 Holdings

	% Weight	Mkt Value(\$)
SEI Tax Exempt Trust - Intermediate-Term M...	36.40	1,690,215
SEI Institutional Managed Trust Tax-Managed...	19.75	917,348
SEI International Equity Fund Class F	9.56	443,886
SEI Tax Exempt Trust Tax-Advantaged Income...	8.56	397,702
SEI Institutional Managed Trust Core Fixed...	4.33	200,953
SEI Multi-Asset Accumulation Fund Class F	4.11	191,011
SEI International Trust Emerging Markets D...	4.05	188,076
SEI Tax-Managed Small/Mid Cap Fund Class F	3.55	165,024
SEI International Trust Emerging Markets E...	1.91	88,863
SEI Insti Mgd Tr, Large Cap Fund Class F	1.91	88,785

POWERED BY  
**FACTSET**

# Portfolio Analysis



## Portfolio Overview: Equity

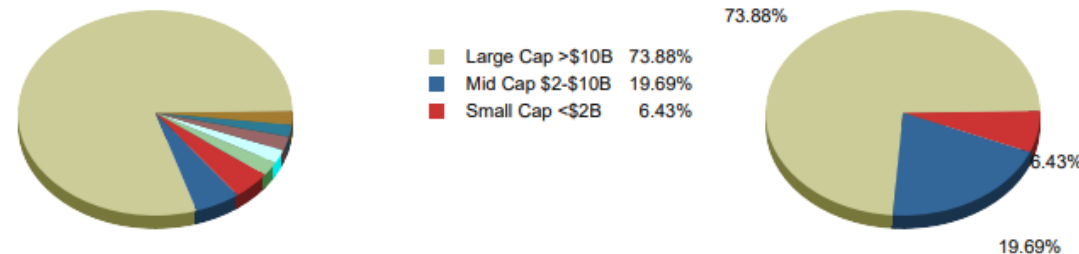
**Portfolio :** Valued Client  
**Benchmark :** MSCI All Country World  
**Currency :** U.S. Dollar

**Analysis as of :** 5/31/2019  
**Holdings as of :** 5/31/2019  
**Holdings Type:** Direct & Indirect Holdings

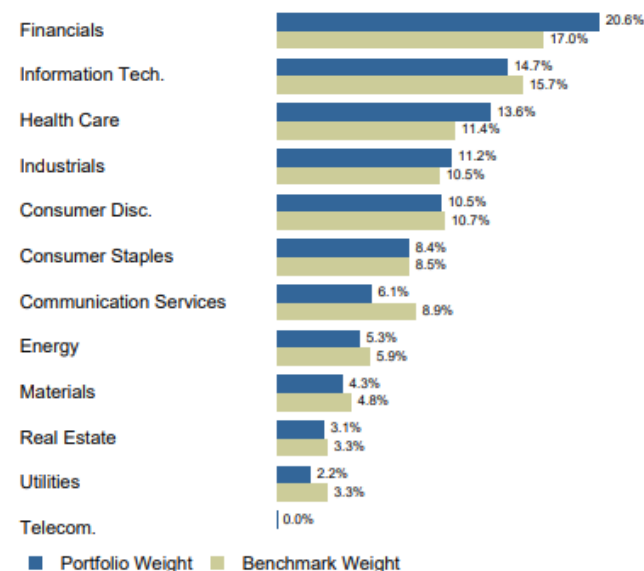
### Asset Allocation

United States	71.25%
United Kingdom	4.72%
Japan	3.95%
Switzerland	2.02%
Germany	1.96%
France	1.85%
Netherlands	1.84%
Hong Kong	1.65%
<b>Invested Total</b>	<b>100.00%</b>

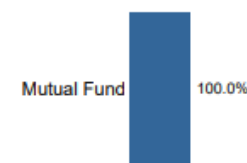
### Equity Market Cap Exposure



### Equity Sector Weights



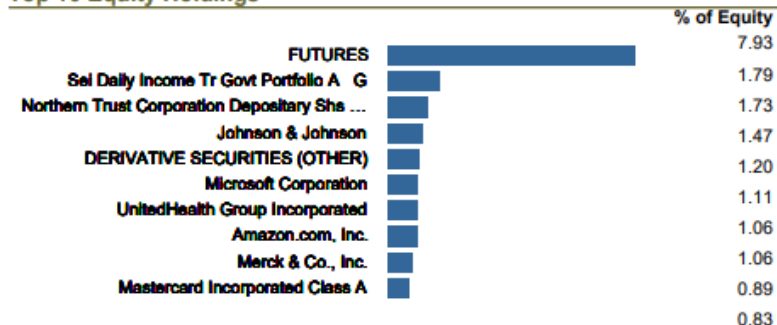
### Equity Breakdown



### Portfolio Characteristics

	Portfolio	Benchmark
Div Yld	2.33	2.56
Div Growth	14.77	13.21
Div Payout Ratio	77.11	81.53
P/E Ratio	16.04	16.36
EPS Growth (Est)	14.12	12.15
EPS Growth	50.02	25.57
Port. MPT Beta	0.97	1.00
ROE	19.52	18.87
Est. Annual Income	44,438	

### Top 10 Equity Holdings



# Portfolio Analysis

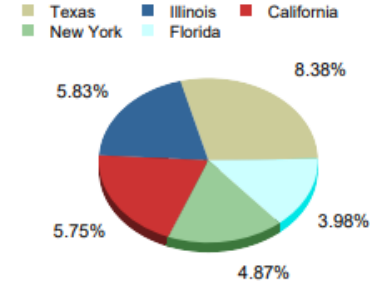
## Portfolio Overview: Fixed Income

**Portfolio :** Valued Client  
**Benchmark :** Bloomberg Barclays US Aggregate  
**Currency :** U.S. Dollar

**Analysis as of :** 5/31/2019  
**Holdings as of :** 5/31/2019  
**Holdings Type:** Direct Holdings

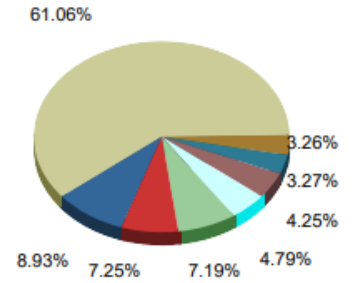
### Asset Allocation

	% of Port
Municipal	81.01%
Corporate	7.80%
Global Fixed	7.30%
[Cash]	2.16%
Other	1.74%
<b>Invested Total</b>	<b>100.00%</b>



### Fixed Income Sector Exposure

Sector	Percentage
Financials	61.06%
Groups < 3.3%	8.93%
Communication Se	7.25%
Energy	7.19%
Health Care	4.79%
Industrials	4.25%
Consumer Staples	3.27%
Consumer Disc.	3.26%

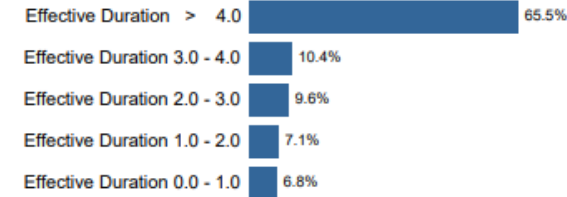
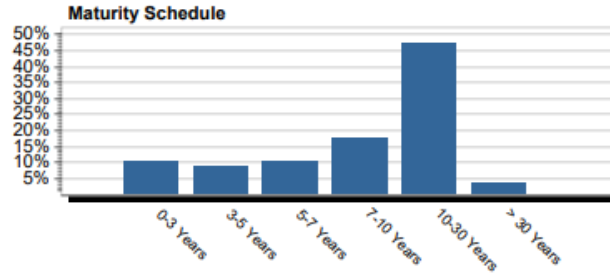


# Portfolio Analysis

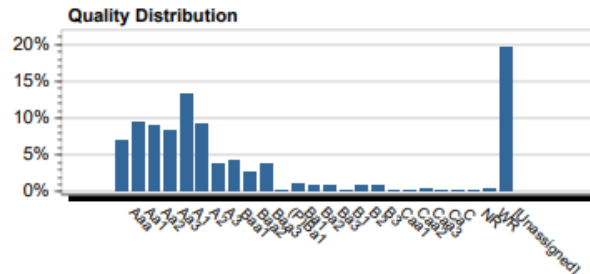
### Fixed Income

### Effective Duration

### Fixed Income Characteristics



	Portfolio	Benchmark
Coupon Rate	4.83	3.15
Current Yield	4.35	2.96
Credit Rating	A2	Aa3
Yield to Maturity	3.17	2.62
Yield to Worst	2.50	2.62
Years to Maturity	12.58	8.90
Port. Ending Modified Duration	5.40	6.51
Est. Annual Income	106,538	

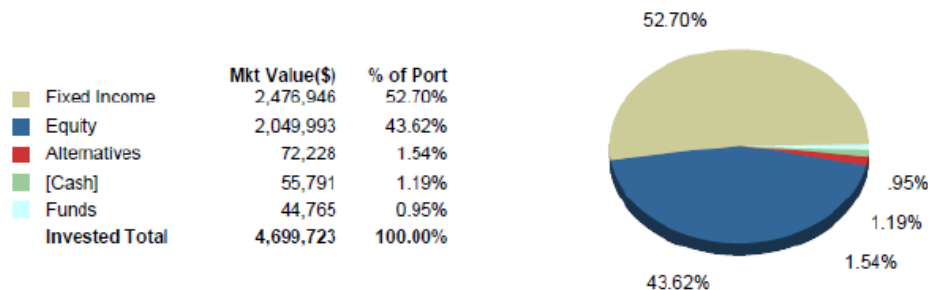


\*Fixed Income data is based on a clean market value unless an accrual factor is uploaded to Factset

# Diversification Analysis

## Overlap and Diminished Diversification Benefit Evaluation

Some portfolio overlap — No specific concentration risks



### Potential Overlap and/or Concentration

Asset Class	% Weight	Mkt Value(\$)
SEI Tax Exempt Trust - Intermediate-Term M...	36.40	1,690,215
SEI Institutional Managed Trust Tax-Manage...	19.75	917,348
SEI International Equity Fund Class F	9.56	443,886
SEI Tax Exempt Trust Tax-Advantaged Income...	8.56	397,702
SEI Institutional Managed Trust Core Fixed...	4.33	200,953
SEI Multi-Asset Accumulation Fund Class F	4.11	191,011
SEI International Trust Emerging Markets D...	4.05	188,076
SEI Tax-Managed Small/Mid Cap Fund Class F	3.55	165,024
SEI International Trust Emerging Markets E...	1.91	88,863
SEI Insti Mgd Tr, Large Cap Fund Class F	1.91	88,785

### Fund Use/Effect

Overlap and Diminished Diversification Benefit: Owning multiple funds does not always produce the anticipated diversification benefits. Several securities (e.g. MSFT and JNJ) are held directly or through multiple funds.

There is no resulting concentration in the portfolio. The largest equity holding, JNJ, represents just over 1.4%.

Direct and indirect stock holdings in the portfolio total over 4,200 and the fixed income holdings total over 10,200. Adding value over benchmarks is difficult given the extensive number of holdings. Small allocations to various strategies indicate that stock selection is not particularly a strong source of portfolio performance.

# Portfolio Analysis





# Cost of Ownership Analysis

## Underlying Expenses for Use of Funds

Unseen costs can negatively impact returns

Fund	Ticker	Last Year's Cost of Ownership	Weight
SEI Intermediate-Term Municipal F	SEIMX	0.7%	36.0%
SEI Tax-Managed Large Cap F	TMLCX	1.4%	19.5%
SEI International Equity F	SEITX	1.7%	9.4%
SEI Tax-Advantaged Income F	SEATX	1.1%	8.5%
SEI Core Fixed Income F	TRLVX	1.7%	4.3%
SEI Multi-Asset Accumulation F	SAAAX	1.3%	4.1%
SEI Emerging Markets Debt F	SITEX	1.6%	4.0%
SEI Tax-Managed Small/Mid Cap F	STMSX	5.8%	3.5%
SEI Emerging Markets Equity F	SIEMX	2.7%	1.9%
SEI Large Cap F	SLGAX	1.9%	1.9%
SEI Multi-Asset Inflation Mgd F	SIFAX	1.2%	1.5%
SEI Dynamic Asset Allocation F	SDYAX	0.9%	1.0%
SEI Multi-Asset Income F	SIOAX	1.8%	1.0%
SEI High Yield Bond F	SHYAX	1.0%	1.0%
SEI Multi Strategy Alternatives F	SMSAX	4.3%	0.8%
SEI Small Cap F	SLLAX	5.2%	0.6%
<b>Weight-Adjusted Additional Cost to Portfolio</b>		<b>1.7%</b>	

Source: Personal Fund, Inc.

## Cost of Ownership Analysis

Personalfund.com calculates cost of ownership based on all fees and transaction costs, including the impact of portfolio turnover. Personal Fund only covers open-end mutual funds and ETFs. Other investment vehicles could increase cost.

### Expense Impact:

Funds can add an unnecessary layer of expense, as opposed to direct ownership of securities through separately managed accounts.

In addition to the fees, the clients could run the risk of embedded cap gains that precede their ownership. Securities have significantly appreciated since the markets bottomed in March 2009. As managers rebalance portfolio positions, taxable gains may be realized by the investor.

The analysis is executed independent of any potential tax impacts. We encourage clients to consult with their personal tax consultant for any tax related guidance.

The projections extrapolate historical costs. These are estimates and should be used only as a starting point.

# Portfolio Analysis





How Do We Help  
You Keep Clients?

# A Long-Term Partnership to Help You Grow Your Business

Our CPM Team offers a long-term partnership that can help you grow your high net worth business so you can spend more time focusing on your clients and what's important to them. Services available vary by account and may include:



QUARTERLY CLIENT  
ECONOMIC AND CAPITAL  
MARKET REVIEWS



MONTHLY MARKET RECAPS  
OF INVESTMENT TEAM  
INSIGHTS



QUARTERLY CLIENT  
PORTFOLIO REVIEWS

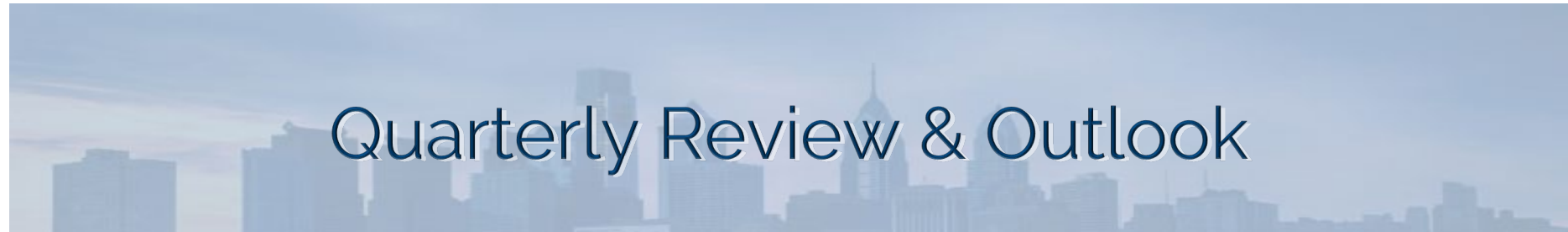


ANNUAL BOOK OF  
BUSINESS REVIEWS



SAMPLE

# Quarterly Review & Outlook



Prepared exclusively for  
Valued Client

On behalf of  
ABC Advisor Company



## Agenda

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- Any specific topic you would like to cover
- Market commentary & outlook
- Account performance & asset allocation
- Follow-up items

# Quarterly Review & Outlook



SAMPLE

# Economic Gauges

The following graphics reflect the degree of Clark Capital's positive (forward) or negative (reverse) outlook on the corresponding economic factors.



Economy

Monetary Policy

Valuations



Investor Sentiment



Interest Rates

## Quarterly Review & Outlook



### U.S. Economy

As we move into the second half of 2021, we believe that our gauges are positioned appropriately, and as a result, we are not making any changes to the gauges this quarter. However, we will recap the current positioning and why we feel these positions remain appropriate.

The first gauge covers the U.S. economy. We continue to keep this gauge at a half forward position heading into the second half of the year, reflecting our expectation of above trend economic growth in 2021, and we expect GDP growth around 5% for the second half of the year. This follows Q1 growth of 6.4% and an estimated 8.6% growth rate in the second quarter based on the Atlanta Fed's GDPNow gauge (as of 7/1/21).

We believe we are still in the "V-shaped" portion of this economic recovery, but the out-sized growth numbers in recent quarters will likely be the high point in this recovery and we therefore keep the gauge in a half forward position. We are moving past peak economic growth. As the vaccine becomes more widely available in 2021, and the economy moves ahead with the reopening process, we expect above trend economic strength to continue well into next year, but at a slower pace than experienced in the first half of 2021.

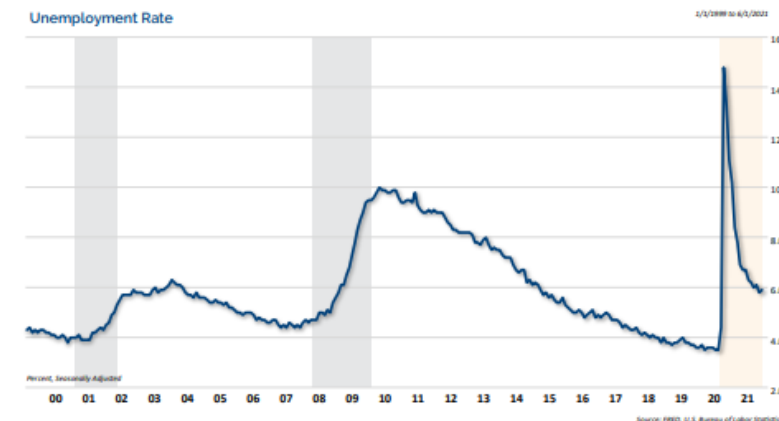


Economy

ture plan valued around \$1.2 trillion. If this plan does come to fruition, this fiscal measure should continue to provide a solid tailwind to the U.S. economy through the balance of 2021 and into 2022.

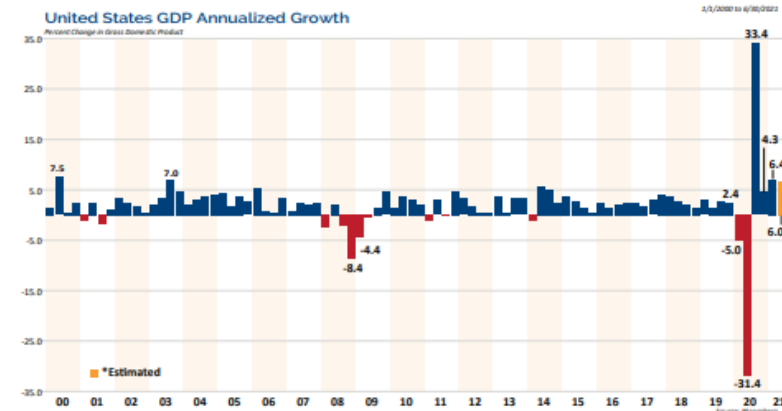
The job market has bounced back strongly from layoffs suffered early in the pandemic crisis and progress continues to be made on this front. The unemployment rate was at 5.9% in June, near the lowest level since prior to the pandemic.

Hopefully, as the reopening gains momentum in the summer, more workers will be hired, and job market progress will continue to regain some momentum. Record job openings exist, and we believe that as the extended unemployment benefits expire, more workers will rejoin the labor force. Consumer spending is roughly 70% of the U.S. economy, so ongoing job gains will be an important driver of economic progress.



For illustrative purposes only. Past performance is not indicative of future results.

# Quarterly Review & Outlook



Projections or other forward looking statements regarding future financial performance of markets are only predictions and actual events or results may differ materially.

Ongoing challenges persist such as supply chain disruptions as well as the new Delta variant of the virus. It looks like we might get a final fiscal stimulus boost with a tentative agreement between the White House and both parties in the Senate on an infrastruc-

This report is intended to be used in a one-on-one setting with a financial adviser for the named recipient.

Housing has been a real source of strength in the economic rebound (quite a contrast to the Credit Crisis period in 2008). Although interest rates went up markedly in the first quarter of 2021, they declined from those elevated levels through the second quarter. Housing prices continue to rise, driven primarily by low inventories and high consumer demand. We will continue to monitor the housing market, particularly as home prices rise at record rates to see if that starts to cool off some of the housing momentum. Furthermore, monitoring the general interest climate and how that impacts mortgage costs will be an important factor to watch as well.

We believe the economic recovery will continue throughout 2021 and well into 2022. We anticipate the recovery will encounter some bumps along the way, but we believe the U.S. economy is headed in the right direction. As the reopening progresses and consum-



# Navigator High Dividend Equity

## 2Q2021 Commentary

- For the quarter, weakness in cyclical sectors was reflected in the Russell 1000 Value Index climbing only 4.1% versus the Russell 1000 Growth Index up 10.1%. We believe the reopening of the economy and improving vaccination rates will continue to drive strong, but decelerating growth during the current mid-cycle.
- Information Technology was one of the top sector contributors along with Basic Materials and Industrials. The largest sector performance detractors were Consumer Discretionary, Healthcare and Communications.
- The portfolio is positioned with approximately 97% in developed countries, 1% in emerging markets with the remainder in cash reserves. 85% of the portfolio is large-cap, 13% of the portfolio is mid-cap, and 1% of the portfolio is small-cap with the remainder in cash reserves.
- Financials remain the largest sector weight at 21.0 % which is overweight vs. the benchmark at 20.8%. The next two largest portfolio weights are Healthcare and Industrials at 12.8% and 11.5%, respectively.
- While stock selection has been concentrated in the U.S. large-cap area this year, we believe performance will broaden internationally as COVID-19 is contained across the globe.

## Quarterly Review & Outlook

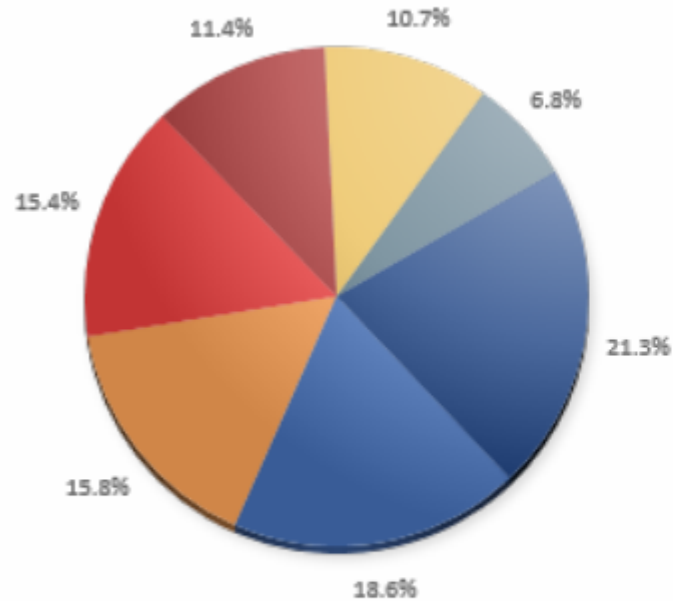




SAMPLE

# Portfolio Allocation

## Quarterly Review & Outlook



Strategy Name	Weight	Amount
Navigator Global Tactical	21.32%	\$736,574.10
Navigator Taxable Fixed Income	18.61%	\$643,041.34
Navigator Fixed Income Total Return	15.82%	\$546,470.46
Navigator International Equity/ADR	15.41%	\$532,468.58
Navigator High Dividend Equity	11.39%	\$393,449.09
Navigator Alternative	10.66%	\$368,205.33
Navigator All Cap Core U.S. Equity	6.79%	\$234,483.15



SAMPLE

# Performance

## Household Performance Summary

	Inception Date	Market Value	1 Month	3 Month	Year to Date	1 Year	3 Year	5 Year	Inception Cumulative	Inception Annual
XXXXXXX - Funding Sleeve (FUN)	Feb 11, 2016	\$0.00	-	-	-	-	-	-	-	-
XXXXXXX - Navigator International ADR (ADR)	Feb 11, 2016	\$532,468.58	1.87%	4.32%	15.31%	32.51%	10.17%	9.94%	82.36%	11.61%
XXXXXXX - Navigator All-Cap Core (ALL)	Feb 11, 2016	\$234,483.15	1.27%	3.49%	20.88%	36.79%	7.49%	11.21%	92.37%	12.70%
XXXXXXX - Alternative Opportunity (ALT)	Feb 11, 2016	\$368,205.33	-0.43%	0.18%	2.05%	5.68%	3.37%	2.27%	27.45%	4.53%
XXXXXXX - High Dividend Equity 100-0 (HDE)	Feb 11, 2016	\$393,449.09	0.58%	1.48%	15.30%	29.81%	7.56%	8.98%	77.54%	11.06%
XXXXXXX - Navigator Global Tactical (MAC)	Oct 28, 2020	\$736,574.10	0.08%	2.77%	14.62%	-	-	-	35.02%	35.02%
<b>XXXXXXX - VALUED CLIENT</b>	<b>Feb 11, 2016</b>	<b>\$2,265,180.25</b>	<b>0.62%</b>	<b>2.56%</b>	<b>13.34%</b>	<b>27.88%</b>	<b>7.89%</b>	<b>8.74%</b>	<b>73.92%</b>	<b>10.65%</b>
XXXXXXX - Fixed Taxable Large (FTL)	Feb 12, 2016	\$643,041.34	0.39%	1.38%	0.29%	2.69%	5.42%	3.55%	23.74%	3.97%
<b>XXXXXXX - VALUED CLIENT</b>										
XXXXXXX - Fixed Income Total Return -- TAMP (FTR)	May 3, 2021	\$546,470.46	-0.24%	-	-	-	-	-	1.05%	1.05%
<b>XXXXXXX - VALUED CLIENT</b>										
<b>Total Household</b>	<b>Feb 11, 2016</b>	<b>\$3,454,692.05</b>	<b>0.44%</b>	<b>2.11%</b>	<b>9.98%</b>	<b>21.47%</b>	<b>7.36%</b>	<b>7.48%</b>	<b>59.97%</b>	<b>8.97%</b>

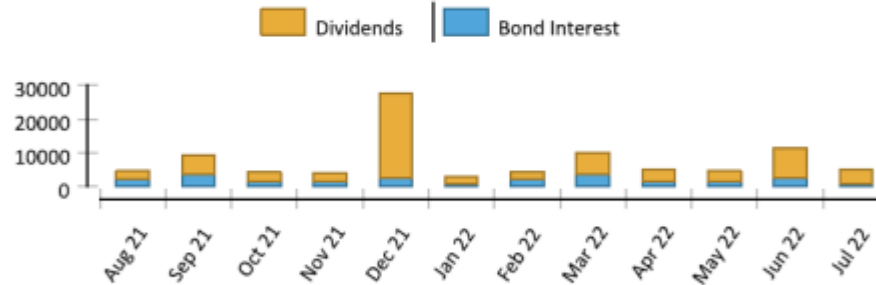
# Quarterly Review & Outlook



# Projected Annual Income

## Quarterly Review & Outlook

### Household Income Projection



From Date	To Date	Bond Interest	Dividends	Total
<b>Monthly</b>				
8/1/21	8/31/21	\$2,322.75	\$2,317.61	\$4,640.36
9/1/21	9/30/21	\$3,656.38	\$5,628.56	\$9,284.94
10/1/21	10/31/21	\$1,604.75	\$2,742.58	\$4,347.33
11/1/21	11/30/21	\$1,457.00	\$2,573.84	\$4,030.84
12/1/21	12/31/21	\$2,451.50	\$25,061.06	\$27,512.56
1/1/22	1/31/22	\$885.50	\$1,956.48	\$2,841.98
2/1/22	2/28/22	\$2,322.75	\$2,051.29	\$4,374.04
3/1/22	3/31/22	\$3,656.38	\$6,357.49	\$10,013.87
4/1/22	4/30/22	\$1,604.75	\$3,542.21	\$5,146.96
5/1/22	5/31/22	\$1,457.00	\$3,234.51	\$4,691.51
6/1/22	6/30/22	\$2,451.50	\$8,947.80	\$11,399.30
7/1/22	7/31/22	\$885.50	\$4,087.74	\$4,973.24
<b>Date to Date</b>				
8/1/21	7/31/22	\$24,755.75	\$68,501.17	\$93,256.92



# Market Updates, Calls and Book Reviews to Support Your Practice

October 2019

**ClarkCapital**  
MANAGEMENT GROUP

## Market Moves

### Charting Our Strategies

**Economic Gauges**

**Clark Capital's Bottom-Up, Fundamental Strategies**

The market moved higher with U.S. equities back in record-high territory around increased optimism of potential drivers of a robust post-trade fiscal and policy plan.

Technology bond-pros compare estimates.

We believe into 2020. Monthly months of both the R.

The market cap-stocks the interest and frontis favor less.

Below are

All Cap Co

High Divid

Investor Sentiment

Interest Rates

Post performance This is not an

One Liberty Place + 1550 Market Street

March 23, 2020

**ClarkCapital**  
MANAGEMENT GROUP

## Commentary

### Navigator® Market Update

**Author**

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

### Into the Unknown

We are certainly living in scary and uncertain times. The outbreak of the coronavirus has turned the world upside down, the likes of which we have never dealt with before. The number of infected people and deaths continue to mount at a staggering rate. People are concerned for their families, friends, co-workers and their employment.

Much of the country is now under conditions that are approaching martial law. Non-essential businesses are being forced to close, large gatherings are forbidden, and many home goods are being rationed. These seemingly draconian measures are necessary to limit the spread of the virus, help keep the healthcare system from being overwhelmed, and to ultimately save lives.

Coming into this event, the U.S. economy was on solid footing. Jobless claims were low, the unemployment rate was at a 50-year low, housing starts were hitting cycle highs, and global PMI's were turning higher. That all changed quickly. The recession has started both in the U.S. and globally as a result of the response to stopping the spread of COVID-19. This is something that we have never seen—a combination of a global health and economic crisis.

The economy has ground to a halt as cities and states across the U.S. issue stay at home orders to try and stem the spread of the virus. In the coming weeks and months, we are going to see economic damage like we have never witnessed before. We are already now starting to see jobless claims rise, and they are likely to skyrocket starting this week.

### Bracing for GDP Impact

There is so much unknown about the extent of the economic weakness we will face over the next (hopefully) only two quarters. As social distancing measures increase in a greater number of areas and as financial conditions tighten further, the negative effects on near-term GDP growth become that much greater.

The economy didn't really shut down until midway through March. First quarter GDP will be marginally positive, at best, with we believe a 1% growth rate. However, GDP is going to be down significantly in the 2nd quarter, initial jobless claims and unemployment will skyrocket, and retail sales will plummet as consumers are confined at home.

As a result, we expect 2nd quarter GDP to decline somewhere between 10%-15%. The 3rd quarter will likely be a transition period during which people slowly start to return to work. That quarter may also have negative GDP or slightly positive economic growth and will largely depend on how quickly active cases peak in the U.S. and when social behavior returns to some normalcy.

We believe the 4th quarter should be the rebound quarter and is likely to exhibit stronger than trend growth as depleted inventories are replenished and pent up retail demand is unleashed. We expect the 4th quarter to grow by at least 5%, which should set the stage for a strong economic rebound year in 2021.

Post performance is not indicative of future results.  
This is not a recommendation to buy or sell a particular security. Please see attached disclosures.

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Navigate Your Future. Enjoy the Journey.

As of December 31, 2019



## Quarterly Review & Outlook

Prepared exclusively for  
Valued Client

Page 1

**Glenn Dorsey, CFA®, CAIA®**  
Senior Vice President, Head of Client Portfolio Management

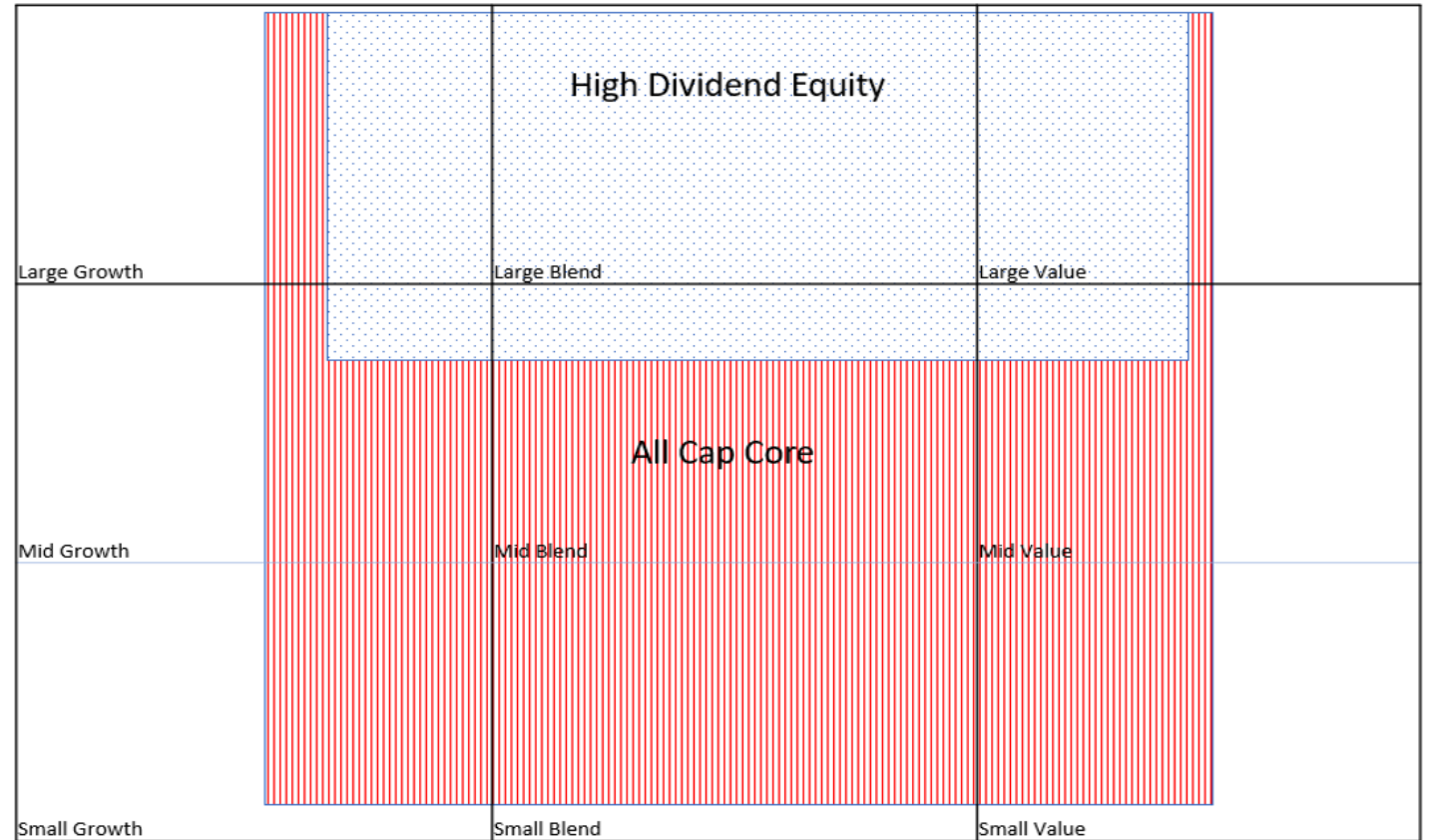
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# Book Review

<b>Advisor Name</b>	xxxx		
IC Name	xxxx		
Total AUM	\$ 10,980,643.27		
# of Households	15		
# of Cust Accounts	32		

Product	AUM	% of AUM
Navigator Taxable Fixed Income	\$ 4,225,526.14	38.48%
Navigator Tax Free Fixed Income	\$ 530,372.40	4.83%
Navigator MultiStrategy 25-75	\$ 122,806.06	1.12%
Navigator Fixed Income Total Return	\$ 1,900,699.96	17.31%
Navigator All Cap Core U.S. Equity	\$ 724,178.84	6.60%
Navigator International Equity/ADR	\$ 1,029,969.93	9.38%
Navigator High Dividend Equity	\$ 1,706,406.13	15.54%
Navigator U.S. Sector Opportunity	\$ 116,086.60	1.06%
Navigator U.S. Style Opportunity	\$ 433,698.65	3.95%
Funding Sleeve	\$ 40,124.45	0.37%
Navigator Alternative	\$ 150,774.11	1.37%



US Style Opportunity Can Move to Any Style Boxes



# Book Review

Client			General Comments:	Account Comments:	Account Comments:	Account Comments:	Account Comments:		
			<b>Account Number</b>						
			<b>Account Type</b>	Joint Tenant WRDS	Rollover IRA	Rollover IRA	Rollover IRA		
			<b>Profile Code</b>	CPUMA6	CPUMA6	CCFII	CPUMA6		
			<b>Account Total</b>	<b>\$274,866.27</b>	<b>\$212,453.58</b>	<b>\$266,649.65</b>	<b>\$162,532.60</b>		
			<b>ST Realized GL</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>		
			<b>LT Realized GL</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>		
<b>Summary Table</b>	<b>%</b>	<b>\$</b>	<b>EQUITY</b>	Acct 1 AA%	Acct 2 AA%	Acct 3 AA%	Acct 4 AA%	<b>Household</b>	<b>HH AA</b>
Equity %	70.9%	\$649,852.45	High Dividend Equity	\$ 136,721.60 49.7%	\$ 53,477.61 29.6%	\$ - 0.0%	\$ - 0.0%	\$ 190,199.21	20.8%
Fixed Income %	29.1%	\$266,649.65	All Cap Core	\$ - 0.0%	\$ 73,257.19 40.6%	\$ - 0.0%	\$ 78,507.97 60.1%	\$ 151,765.16	16.6%
Alternative %	0.0%	\$0.00	Small Cap Core	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
Funding Sleeve %	0.0%	\$0.00	SMID Cap Core	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
<b>Total Household</b>		<b>\$916,502.10</b>	Sector	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
			Style	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ 52,024.63 39.9%	\$ 52,024.63	5.7%
			US Strategic Beta	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
<i>As a % of Total Household Assets:</i>			Intl ADP	\$ 138,144.67 50.3%	\$ 53,718.78 29.8%	\$ - 0.0%	\$ - 0.0%	\$ 191,863.45	20.9%
Individual Stocks/Bonds	87.3%		Intl Strategic Beta	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
ETF/MF Exposure	12.7%		Other	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
			<b>TOTAL (Equity)</b>	<b>\$ 274,866.27 100.0%</b>	<b>\$ 180,453.58 84.9%</b>	<b>\$ - 0.0%</b>	<b>\$ 130,532.60 80.3%</b>	<b>\$ 585,852.45</b>	<b>63.9%</b>
			<b>MultiStrategy</b>						
<i>As a % of Equities:</i>			Global Tactical	\$ - 0.0%	\$ 32,000.00 100.0%	\$ - 0.0%	\$ 32,000.00 100.0%	\$ 64,000.00	7.0%
U.S. Allocation	67.7%		25-75	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
U.S. Large	58.2%		50-50	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
U.S. SMID/SMALL	9.5%		75-25	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
International	32.3%		<b>TOTAL (MultiStrat US Equity)</b>	<b>\$ - 0.0%</b>	<b>\$ 23,040.00 10.8%</b>	<b>\$ - 0.0%</b>	<b>\$ 23,040.00 14.2%</b>	<b>\$ 46,080.00</b>	<b>5.0%</b>
			<b>TOTAL (MultiStrat Intl Equity)</b>	<b>\$ - 0.0%</b>	<b>\$ 8,960.00 4.2%</b>	<b>\$ - 0.0%</b>	<b>\$ 8,960.00 5.5%</b>	<b>\$ 17,920.00</b>	<b>2.0%</b>
			<b>TOTAL (MultiStrat FI)</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ -</b>	<b>0.0%</b>
Individual Stock	82.1%		<b>FIXED INCOME</b>						
ETF/MF Exposure	17.9%		Taxable	\$ - 0.0%	\$ - 0.0%	\$ 266,649.65 100.0%	\$ - 0.0%	\$ 266,649.65	29.1%
			Tax Free	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
<i>As a % of Fixed Income:</i>			Taxable - Short Duration	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
Tax Free Individual Bonds	0.0%		Taxable Core	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
Taxable Individual Bonds	100.0%		Tax Free Core	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
ETF/MF Bond Exposure	0.0%		FITR	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
			Enhanced Short Duration	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
			Other	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
<i>As a % of Alternative:</i>			<b>TOTAL (Fixed Income)</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ 266,649.65 100.0%</b>	<b>\$ - 0.0%</b>	<b>\$ 266,649.65</b>	<b>29.1%</b>
ETF/MF Exposure	100.0%		<b>ALTERNATIVE</b>						
			Alternative	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
			Other	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ - 0.0%	\$ -	0.0%
			<b>TOTAL (Alternative)</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ -</b>	<b>0.0%</b>
			<b>FUNDING SLEEVE</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ - 0.0%</b>	<b>\$ -</b>	<b>0.0%</b>
			<b>ACCOUNT TOTAL</b>	<b>\$ 274,866.27 100.0%</b>	<b>\$ 212,453.58 100.0%</b>	<b>\$ 266,649.65 100.0%</b>	<b>\$ 162,532.60 100.0%</b>	<b>\$ 916,502.10</b>	<b>100.0%</b>



# Dedicated High Net Worth Support Team

Available to You and Your Clients	Over \$500,000	Over \$1,000,000	Over \$5,000,000
Current Holdings Analysis and Bond Diagnostics with Recommendations	✓	✓	✓
Current Portfolio Cost Analysis	✓	✓	✓
Personalized Investment Proposal	✓	✓	✓
Proposal Review with Your Investment Consultant Team	✓	✓	✓
Institutional Level Investment Proposal		✓	✓
Quarterly Portfolio Reviews by Phone with a CFA-Level Client Portfolio Manager		✓	✓
In-Person Access to CPM Team			✓
Direct Access to Senior Leadership at Clark Capital			✓

A Long-Term Partnership to Help You Grow Your High Net Worth Business	\$10 million	\$25 million	\$50 million
Annual Book Review with a CPM Team Member	✓	✓	✓
Quarterly Client Economic and Capital Market Review Group Call	✓	✓	✓
Monthly Market Recap of Investment Team Insights	✓	✓	✓
Quarterly Portfolio Reviews by Phone with the Head of Your CPM Team		✓	✓
2 Days Worth of Exclusive Time with the Head of Your CPM Team		✓	
4 Days Worth of Exclusive Time with the Head of Your CPM Team			✓



# Personal Income Planning

A Generation's Retirement Conundrum:  
"Do I Have Enough Money to Retire?"

**Greg Morel**  
Investment Consultant







# What's at Stake in Income Planning?

- Everything
- The only \$25 trillion business opportunity
- Only 35% of retired clients and 38% of pre-retirees who work with an advisor have a formal written retirement income plan
- 80% of Americans between the ages of 30 and 54 believe they will not have enough saved for retirement
- Longstanding advisory relationships are frequently marginalized by income planning experts

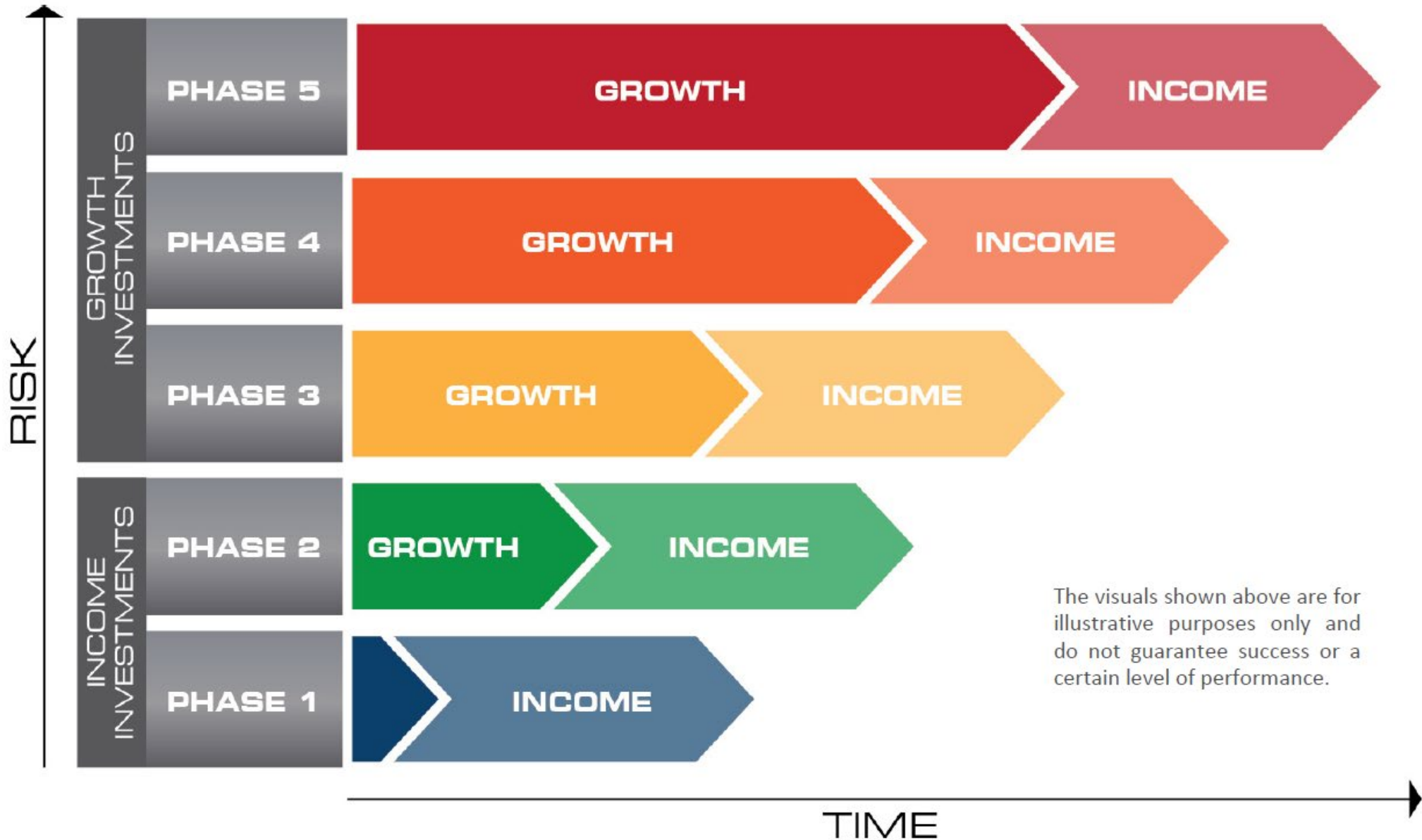


# Why Income Planning?

- Make Smart Decisions with Their Money
- Maintain Purchasing Power
- Preserve Principal/Legacy
- Outcome Focused
- Answers the most important client question...

Am I going to be okay?





The visuals shown above are for illustrative purposes only and do not guarantee success or a certain level of performance.



Navigate  
Your Future.

Enjoy the  
Journey.

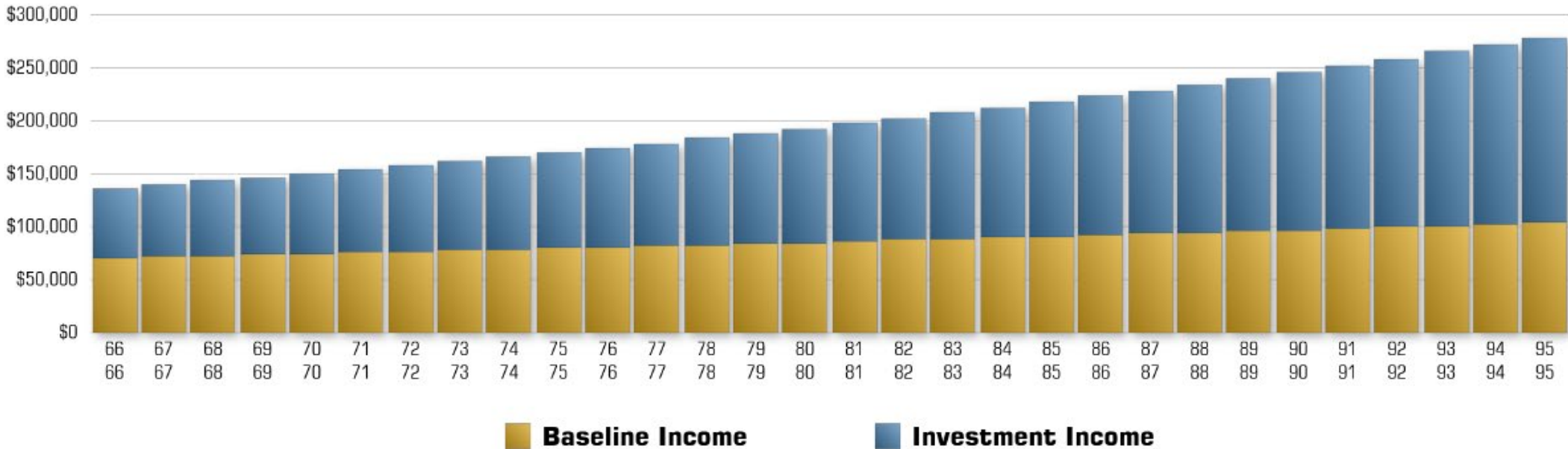
Client	Spouse
Valued Client	Valued Client
Income Start Age	Income Start Age
66	66

**PLAN SUMMARY**

Plan Duration (Years)	Inflation Assumption
30	2.50%
Income Needed (Year One)	Investable Assets
\$135,564.26	\$2,000,000.00

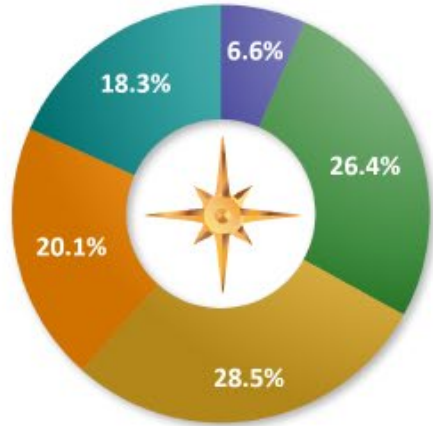


Distribution Phase *(Assuming 2.50% Inflation)*



Start Year	End Year	Income Source	Contribution	Annual Increase
1	30	Social Security #1	\$32,000.00	1.50%
1	30	Social Security #2	\$28,000.00	1.50%
1	30	Pension	\$10,000.00	

It should not be assumed that any of the investment recommendations or decisions Clark Capital Management Group makes in the future will be profitable or equal to the investment performance discussed herein.



Total Investment  
\$2,000,000.00

	Phase 1	Phase 2	Phase 3	Phase 4	Legacy
Amount Invested	\$131,630	\$528,876	\$570,766	\$402,155	\$366,574
Total Duration	Year 1 to 2	Year 3 to 10	Year 11 to 20	Year 21 to 30	Year 30
Accumulation Phase ROR	N/A	3.00%	5.00%	6.00%	6.00%
Distribution Phase ROR	1.00%	3.00%	3.00%	3.00%	
Deferral Duration	0 Yrs.	2 Yrs.	10 Yrs.	20 Yrs.	30 Yrs.

# Your Income Navigator Plan Year by Year

SAMPLE

	<b>Phase 1</b>	<b>Phase 2</b>	<b>Phase 3</b>	<b>Phase 4</b>	<b>Legacy</b>
Starting Amount	\$131,630	\$528,876	\$570,766	\$402,155	\$366,574
Starting Percentage	6.58%	26.44%	28.54%	20.11%	18.33%
Accumulation Phase Rate of Return		3.00%	5.00%	6.00%	6.00%
Distribution Phase Rate of Return	1.00%	3.00%	3.00%	3.00%	

Year	Age	Baseline Income	Investment Income	Total Income	Phase 1	Phase 2	Phase 3	Phase 4	Legacy Phase	Total
1	66 / 66	\$70,000	\$65,564	\$135,564	\$67,382	\$544,742	\$599,304	\$426,284	\$388,568	\$2,026,280
2	67 / 67	\$70,900	\$68,053	\$138,953	\$0	\$561,084	\$629,269	\$451,861	\$411,882	\$2,054,097
3	68 / 68	\$71,813	\$70,614	\$142,427		\$507,303	\$660,733	\$478,973	\$436,595	\$2,083,603
4	69 / 69	\$72,741	\$73,247	\$145,988		\$449,275	\$693,769	\$507,711	\$462,791	\$2,113,546
5	70 / 70	\$73,682	\$75,956	\$149,638		\$386,798	\$728,458	\$538,174	\$490,558	\$2,143,988
6	71 / 71	\$74,637	\$78,742	\$153,379		\$319,660	\$764,881	\$570,464	\$519,992	\$2,174,997
7	72 / 72	\$75,606	\$81,607	\$157,213		\$247,643	\$803,125	\$604,692	\$551,191	\$2,206,651
8	73 / 73	\$76,591	\$84,552	\$161,143		\$170,520	\$843,281	\$640,973	\$584,263	\$2,239,037
9	74 / 74	\$77,590	\$87,582	\$165,172		\$88,054	\$885,445	\$679,432	\$619,319	\$2,272,249
10	75 / 75	\$78,603	\$90,698	\$169,301		\$0	\$929,717	\$720,198	\$656,478	\$2,306,393
11	76 / 76	\$79,632	\$93,902	\$173,534			\$863,707	\$763,410	\$695,866	\$2,322,983
12	77 / 77	\$80,677	\$97,195	\$177,872			\$792,423	\$809,214	\$737,618	\$2,339,256
13	78 / 78	\$81,737	\$100,582	\$182,319			\$715,614	\$857,767	\$781,875	\$2,355,257
14	79 / 79	\$82,813	\$104,064	\$186,877			\$633,019	\$909,233	\$828,788	\$2,371,040
15	80 / 80	\$83,905	\$107,644	\$191,549			\$544,366	\$963,787	\$878,515	\$2,386,668
16	81 / 81	\$85,013	\$111,324	\$196,337			\$449,372	\$1,021,614	\$931,226	\$2,402,212
17	82 / 82	\$86,140	\$115,106	\$201,246			\$347,747	\$1,082,911	\$987,100	\$2,417,758
18	83 / 83	\$87,282	\$118,995	\$206,277			\$239,185	\$1,147,886	\$1,046,326	\$2,433,396
19	84 / 84	\$88,441	\$122,993	\$211,434			\$123,367	\$1,216,759	\$1,109,105	\$2,449,231
20	85 / 85	\$89,617	\$127,103	\$216,720			\$0	\$1,289,764	\$1,175,652	\$2,465,416
21	86 / 86	\$90,811	\$131,327	\$222,138				\$1,197,130	\$1,246,191	\$2,443,321
22	87 / 87	\$92,024	\$135,667	\$227,691				\$1,097,377	\$1,320,962	\$2,418,339



# SAMPLE

Starting Amount	Phase 1	Phase 2
	\$131,630	\$528,876
Starting Percentage	6.58%	26.44%
Accumulation Phase Rate of Return		3.00%
Distribution Phase Rate of Return	1.00%	3.00%

Year	Age	Baseline Income	Investment Income	Total Income	Phase 1	Phase 2
1	66 / 66	\$70,000	\$65,564	\$135,564	\$67,382	\$544,742
2	67 / 67	\$70,900	\$68,053	\$138,953	\$0	\$561,084
3	68 / 68	\$71,813	\$70,614	\$142,427		\$507,303
4	69 / 69	\$72,741	\$73,247	\$145,988		\$449,275
5	70 / 70	\$73,682	\$75,956	\$149,638		\$386,798
6	71 / 71	\$74,637	\$78,742	\$153,379		\$319,660
7	72 / 72	\$75,606	\$81,607	\$157,213		\$247,643
8	73 / 73	\$76,591	\$84,552	\$161,143		\$170,520
9	74 / 74	\$77,590	\$87,582	\$165,172		\$88,054
10	75 / 75	\$78,603	\$90,698	\$169,301		\$0

## Summary

---

**Total Amount Required**

\$2,000,000

**Legacy Ending Balance**

\$2,105,413

**Inflation Assumption**

2.50%

**Total Years of Income**

30

**Income Generated**

\$3,399,317

**Total Baseline Income**

\$2,552,320

**Total Income**

**\$5,951,637**

## Our Recommendations

%	Name	Personal Benchmark	Investment Amount	Risk Comfort Zone	Profile
6.58%	Phase 1	1.00%	\$131,630.00	Conservative	Profile 2
26.44%	Phase 2	3.00%	\$528,876.00	Conservative	Profile 1
28.54%	Phase 3	5.00%	\$570,766.00	Moderate Growth	Profile 4
38.44%	Phase 4 & Legacy	6.00%	\$768,728.00	Growth	Profile 5



# How Powerful Is Our Approach?

- The Potential to:
  - ❖ Minimize the impact of investor emotions — reduce the risk of bad decisions.
  - ❖ Increase close rate with HNW prospects.
  - ❖ Reduce fee/performance based conversations with your clients — Stickier assets
  - ❖ Grow your AUM through consolidation of assets and increased referrals

Submit Form

ADVISOR INFORMATION

Today's Date		<b>Click to Insert Logo Here</b>
Date Analysis Needed		
Financial Advisor Name		
Firm Name		

HOUSEHOLD INFORMATION

Household Name		
	Spouse 1	Spouse 2
Client Name		
Birth Date		
Current Age		
Target Retirement Date		
Would you like help introducing the income plan/proposal to your client?	<input type="radio"/> Yes <input type="radio"/> No	
Preferred Inflation Assumption	<input type="radio"/> 2% <input type="radio"/> 3% <input type="radio"/> 4% <input type="radio"/> Other	

Please enter any existing accounts that will be used to fund this income plan. Provide client statements if available.

	Registration Names	Account Type	Current Value
1			\$
2			\$
3			\$
4			\$
5			\$
6			\$
7			\$
	Current Investable Assets		\$

Accumulation Period

When will you begin taking withdrawals (year)?

If you intend to begin taking withdrawals immediately, enter the current year above and ignore the Contribution section below.

Please enter the Contributions you intend to make during the Accumulation Period in the section below.

Contribution Description	Contribution Amount	Start Year	End Year	COLA*
	\$			
	\$			
	\$			
	\$			
	\$			

\*Cost of Living Adjustment Percentage

General Account Information

Accumulation Period Information

Submit Form

Distribution Period

If you have a desired monthly income amount during your Distribution Period, please enter it below.

Gross Monthly Income Required (Pre-Tax Dollars) \$

OPTIONAL. Please complete this section if your Gross Monthly Income Required will change over time.

Time Frame	Time Frame Description	Duration Years	Monthly Income Need
1			\$
2			\$
3			\$
4			\$
5			\$

Please enter the income that will supplement your investment plan during the Distribution Period.

Annual Income Sources	Spouse 1	Start Year	End Year	COLA*	Spouse 2	Start Year	End Year	COLA*
Social Security	\$				\$			
Defined Benefit/Pension	\$				\$			
Annuities	\$				\$			
Business/Property Sale	\$				\$			
Inheritance	\$				\$			
Other 1	\$				\$			
Other 2	\$				\$			
Other 3	\$				\$			

\*Cost of Living Adjustment Percentage

Distribution Period Information

Legacy

OPTIONAL: If you wish to leave a specific legacy amount at the end of the investment plan, please enter the amount below.

Desired Legacy Amount \$

Maximize Legacy  Yes

Maximizing your legacy ensures that the largest amount possible will remain after your monthly income needs are met. If you choose that option, DO NOT enter a Desired Legacy Amount.

NOTES. Enter additional instructions here

Clark Capital Management Group, Inc. is an investment adviser registered with the U.S. Securities and Exchange Commission. Registration does not imply a certain level or skill or training. More information about Clark's advisory services and fees can be found in its Form ADV, which is available upon request. There is no guarantee of the future performance of any Clark Capital investment portfolio. CCM-992

# Disclosures

Past performance is not indicative of future results. This material is not financial advice or an offer to sell any product. Not every client's account will have these exact characteristics. The actual characteristics with respect to any particular client account will vary based on a number of factors including but not limited to: (i) the size of the account; (ii) investment restrictions applicable to the account, if any; and (iii) market exigencies at the time of investment. Clark Capital Management Group, Inc. reserves the right to modify its current investment strategies and techniques based on changing market dynamics or client needs. The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. The securities discussed may not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings. It should not be assumed that any of the securities transactions, holdings or sectors discussed were or will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein.

The Standard and Poor's 500, or simply the S&P 500, is a stock market index tracking the performance of 500 large companies listed on stock exchanges in the United States. The MSCI EAFE Index is an equity index which captures large and mid cap representation across 21 Developed Markets countries. The MSCI Emerging Markets Index captures large and mid cap representation across 27 Emerging Markets (EM) countries. The CRB Commodities Index is an arithmetic average of commodity futures prices with monthly rebalancing. The spot gold price refers to the price at which gold may be bought and sold right now, as opposed to a date in the future. Copper futures are one method of trading copper, and they are a popular way to hedge risk. The S&P 500 Growth Index is a stock index that represents the fastest-growing companies in the S&P 500. The S&P 500 Value Index measures the performance of the large-capitalization value sector in the US equity market. It is a subset of the S&P 500 Index and consists of those stocks in the S&P 500 Index exhibiting the strongest value characteristics. The Russell 2000 Index is a small-cap stock market index of the smallest 2,000 stocks in the Russell 3000 Index. The Russell 2000 Value Index is a broadly diversified index predominantly made up of value stocks of small U.S. companies. The MSCI World Index captures large and mid cap representation across 23 Developed Markets (DM) countries. The Bloomberg US Aggregate Bond Index is a broad-based flagship benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market.

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# Statistics Descriptions

**Standard Deviation:** A statistical measure of dispersion about an average which depicts how widely the returns varied over a certain period of time.

**Three-Year Standard Deviation:** The three-year annualized standard deviation measures the variability of the composite and the benchmark returns over the preceding 36-month period.

**Beta:** A measure of systematic risk with respect to a benchmark. Systematic risk is the tendency of the value of the composite and the value of the benchmark to move together. Beta measures the sensitivity of the composite's excess return (total return minus the risk-free return) with respect to the benchmark's excess return that results from their systematic co-movement. It is the ratio of what the excess return of the composite would be to the excess return of the benchmark if there were no composite-specific sources of return. If beta is greater than one, movements in value of the composite that are associated with movements in the value of the benchmark tend to be amplified. If beta is one, they tend to be the same, and if beta is less than one, they tend to be dampened. If such movements tend to be in opposite directions, beta is negative. Beta is measured as the slope of the regression of the excess return on the composite as the dependent variable and the excess return on the benchmark as the independent variable.

The beta of the market is 1.00 by definition. Morningstar calculates beta by comparing a portfolio's excess return over T-bills to the benchmark's excess return over T-bills, so a beta of 1.10 shows that the portfolio has performed 10% better than its benchmark in up markets and 10% worse in down markets, assuming all other factors remain constant. Conversely, a beta of 0.85 indicates that the portfolio's excess return is expected to perform 15% worse than the benchmark's excess return during up markets and 15% better during down markets.

**Alpha:** A measure of the difference between a portfolio's actual returns and its expected performance, given its level of risk as measured by beta. A positive alpha figure indicates the portfolio has performed better than its beta would predict. In contrast, a negative alpha indicates the portfolio has underperformed, given the expectations established by beta. Alpha is calculated by taking the excess average monthly return of the investment over the risk free rate and subtracting beta times the excess average monthly return of the benchmark over the risk free rate.

**Sharpe Ratio:** A risk-adjusted measure developed by Nobel Laureate William Sharpe. It is calculated by using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe Ratio, the better the composite's historical risk-adjusted performance. The Sharpe ratio is

calculated for the past 36-month period by dividing a composite's annualized excess returns by the standard deviation of a composite's annualized excess returns. Since this ratio uses standard deviation as its risk measure, it is most appropriately applied when analyzing a composite that is an investor's sole holding. The Sharpe Ratio can be used to compare two composites directly on how much risk a composite had to bear to earn excess return over the risk-free rate.

**R-Squared:** Reflects the percentage of a portfolio's movements that can be explained by movements in its benchmark.

**Downside Capture Ratio:** Measures a manager's performance in down markets. A down-market is defined as those periods (months or quarters) in which market return is less than 0. In essence, it tells you what percentage of the down-market was captured by the manager. For example, if the ratio is 110%, the manager has captured 110% of the down-market and therefore underperformed the market on the downside.

**Upside Capture Ratio:** Measures a manager's performance in up markets relative to the market (benchmark) itself. It is calculated by taking the security's upside capture return and dividing it by the benchmark's upside capture return.

**Bull Beta:** A measure of the sensitivity of a composite's return to positive changes in its benchmark's return.

**Bear Beta:** A measure of the sensitivity of a composite's return to negative changes in its benchmark's return.

**Best Month:** This is the highest monthly return of the investment since its inception or for as long as data is available.

**Worst Month:** This is the lowest monthly return of the investment since its inception or for as long as data is available.

**Maximum Gain:** The peak to trough incline during a specific record period of an investment or composite. It is usually quoted as the percentage between the peak to the trough.

**Maximum Drawdown:** The peak to trough decline during a specific record period of an investment or composite. It is usually quoted as the percentage between the peak to the trough.

# Award Disclosures

## **Envestnet SMA Manager of the Year**

Envestnet, Inc. (NYSE:ENV) and Investment Advisor magazine selected finalists for the 13th Annual Separately Managed Account (SMA) Manager and Strategist of the Year Awards using Envestnet|PMC's proprietary, systematic, and multi-factor methodology for evaluating managers. This framework takes a variety of qualitative and quantitative criteria in to consideration, such as investment process and style, performance, firm profile, customer service, and tax efficiency. To qualify for an SMA Manager and Strategist of the Year Award, a manager's team must have at least three years of experience running a strategy with \$200 million or more in assets. A manager's product is also required to be reported through Envestnet|PMC's Premium Research solutions, which includes more than 54,000 advisors and 2,500 companies including: U.S. banks, wealth management and brokerage firms, Registered Investment Advisers, and Internet services companies.

## **PSN Top Guns Award Disclosure**

The PSN universes were created using the information collected through the PSN investment manager questionnaire and use only gross of fee returns; they do not reflect any management fees, transaction cost or expenses. PSN Top Guns investment managers must claim that they are GIPs compliant. Mutual fund and commingled fund products are not included in the universe. Products must have an R-Squared of 0.80 or greater relative to the style benchmark for the latest 10-year period. Moreover, products must have returns greater than the style benchmark for the latest 10-year period and also Standard Deviation less than the style benchmark for the latest ten year period and also Standard Deviation less than the style benchmark for the latest ten year period. At this point, the top ten performers for the latest 10-year period become the PSN Top Guns of the Decade. The complete list of PSN Top Guns and an overview of the methodology is available at [informais.com/resources/psn-top-guns](http://informais.com/resources/psn-top-guns). 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 (2011) and International/ADR (2017) strategies managed by Mr. Soslow. Though the strategies were in the top ten, they were not ranked first in the top ten categories

for each period.

## **Barrons/MMI Industry Awards**

Nominations for the Barron's MMI Awards are reviewed and evaluated by the specially-appointed MMI Industry Awards Steering Council and by the MMI Membership Experience Committee (MEC). The Steering Council and MEC consist of representatives from all segments of the MMI membership. At their sole discretion, the Steering Council and MEC may enlist the support of outside subject matter experts to help review the nominations. The Steering Council and MEC will look for innovative, needle-moving programs and initiatives that measurably advance the investment advisory solutions industry and deliver improved outcomes for financial advisors and investors. After carefully reviewing the nominations submitted, the Steering Council and MEC will determine a slate of finalists in each award category. If appropriate, in certain "open" award categories, the Steering Council and MEC may elect to propose separate slates of finalists representing Asset Managers, Sponsor Firms, Solutions Providers, etc. Award winners are determined by a vote of primary contacts at each member firm.

## **Philadelphia Business Journal's Best Places to Work**

The Best Places to Work survey measures key areas that make up an organization's culture. These range from compensation and benefits to trust in senior leadership. The survey also measures the level of engagement exhibited by employees, known as employee engagement. Each question on the Best Places to Work survey is associated with a response option; each response option is associated with a numerical value. The survey uses these numerical values to profile employees and calculate an overall score, which is used to determine each organization's rank.

## **SmartX Awards**

Winners of the SmartX awards were chosen in 16 categories from among 725 strategies available on the SMArtX UMA platform based on annual performance data for the period ending December 30, 2020. Strategies were recognized for highest performances, best risk-adjusted returns, and the most amount of assets across various asset classes and investment methodologies.



# Lipper Award Disclosure

## About the Navigator® Tactical Fixed Income Fund

Awards and rankings are only one form of performance measurement. For current performance information, please call toll free 800.766.2264 or visit [www.navigatorfund.com/tf/index.asp](http://www.navigatorfund.com/tf/index.asp).

An investment in the Tactical Fixed Income Fund (the “Fund”) is subject to risks, and you could lose money on your investment. There can be no assurance that the Fund will achieve its investment objective. Past performance is no guarantee of future results.

Lower-quality bonds, known as high-yield bonds or “junk bonds,” present a significant risk for loss of principal and interest. These bonds offer the potential for higher return, but also involve greater risk than bonds of higher quality. The lower the credit rating of a security, the greater the risk is that the issuer will default on its obligation. The value of the Fund’s investments in fixed income securities and derivatives will fluctuate with changes in interest rates. Typically, a rise in interest rates causes a decline in the value of fixed income securities and derivatives owned by the Fund.

**Investors should carefully consider the investment objectives, risks, charges and expenses of the Fund. This and other important information about the Fund is contained in the prospectus, which can be obtained by calling 800.766.2264. The prospectus should be read carefully before investing. The Fund is distributed by Northern Lights Distributors, LLC, member FINRA/SIPC.**

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Past performance is not indicative of future results. The ranking shown above is not indicative of the adviser’s future performance and 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 the adviser’s clients.

The Refinitiv Lipper Awards, formerly known as the Thomson Reuters Lipper Fund Awards, granted annually, highlight funds and fund companies that have excelled in delivering consistently strong risk-adjusted performance relative to their peers. The Lipper Fund Awards are based on the Lipper Leader for Consistent Return rating, which is a risk-adjusted performance measure calculated over 36, 60 and 120 months. The fund with the highest Lipper Leader for Consistent Return (Effective Return) value in each eligible classification wins the Lipper Fund Award. For more information, see [lipperalpha.financial.thomsonreuters.com/lipper](http://lipperalpha.financial.thomsonreuters.com/lipper) Although Lipper makes reasonable efforts to ensure the accuracy and reliability of the data contained herein, the accuracy is not guaranteed by Lipper.

Awards and rankings are only one form of performance measurement.