



Navigator[®] Total Wealth Strategies

A suite of fully diversified strategies for the high net worth market.

30+
Years of Asset
Management Excellence

\$17.4
Billion in Assets*

100%
Employee Owned,
Independent Firm

22
Investment
Professionals

26
Average Years of Investment
Professionals' Industry Experience

*As of 9/30/2019. Includes assets under management and sub-advised assets

About Clark Capital Management Group

For over 30 years, Clark Capital's investment philosophy has been driven by a single focus—adding value for our investors. We designed Navigator® Total Wealth Strategies to help you deliver portfolios that allow your clients to stay committed to achieving their long-term goals.

Our disciplined and research-driven investment approach is grounded in three core principles:



Meaningful Diversification:

Multiple asset classes and methodologies are incorporated to help align the client's risk comfort zone with their goals.



Opportunistic Asset Allocation:

We believe a rapidly changing investment landscape demands a flexible approach that can adapt to market conditions.



Risk Management:

Our approach to risk management is founded in active management, which allows us to proactively adjust asset allocations so your client can remain committed to reaching their long-term goals—regardless of the ups and downs of the markets.

High Net Worth Strategies to Navigate Today's Markets

Designed to navigate changing market conditions, Navigator® Total Wealth Strategies are actively managed by our experienced team of portfolio managers. Each allocation is fully diversified, combining multiple strategies and asset classes into a single account.

Strategies are offered in five risk comfort zones and are available in tax aware formats. These strategies are designed to help enhance and protect your clients' wealth, so they can stay on track to achieve their unique goals and objectives.

Institutional Quality Investments starting at \$500,000

Fully Diversified Allocations in One Streamlined Account



Separately Managed Accounts Primarily Comprised of Individual Securities



Tax Aware Solutions Available

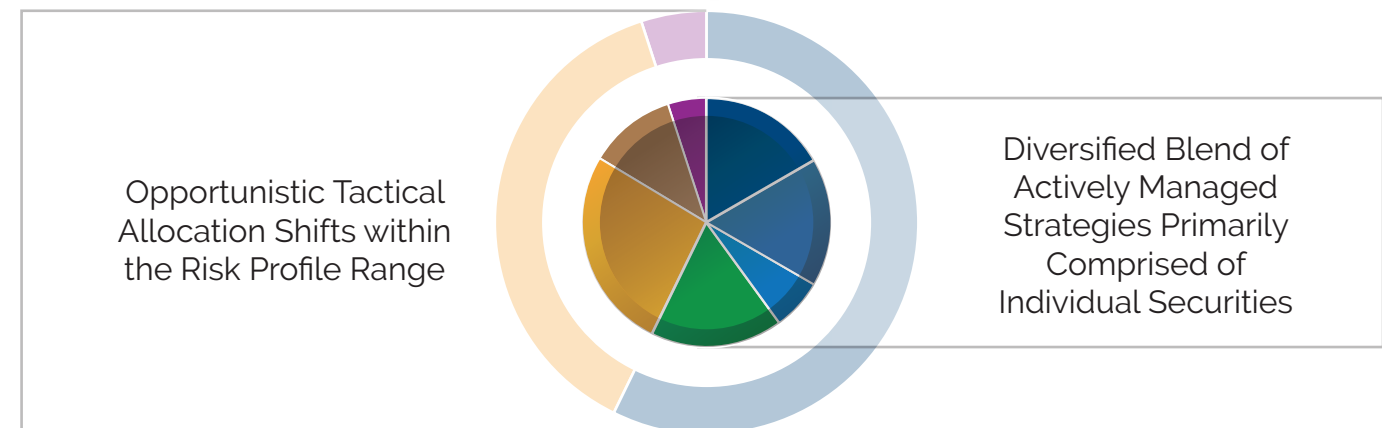
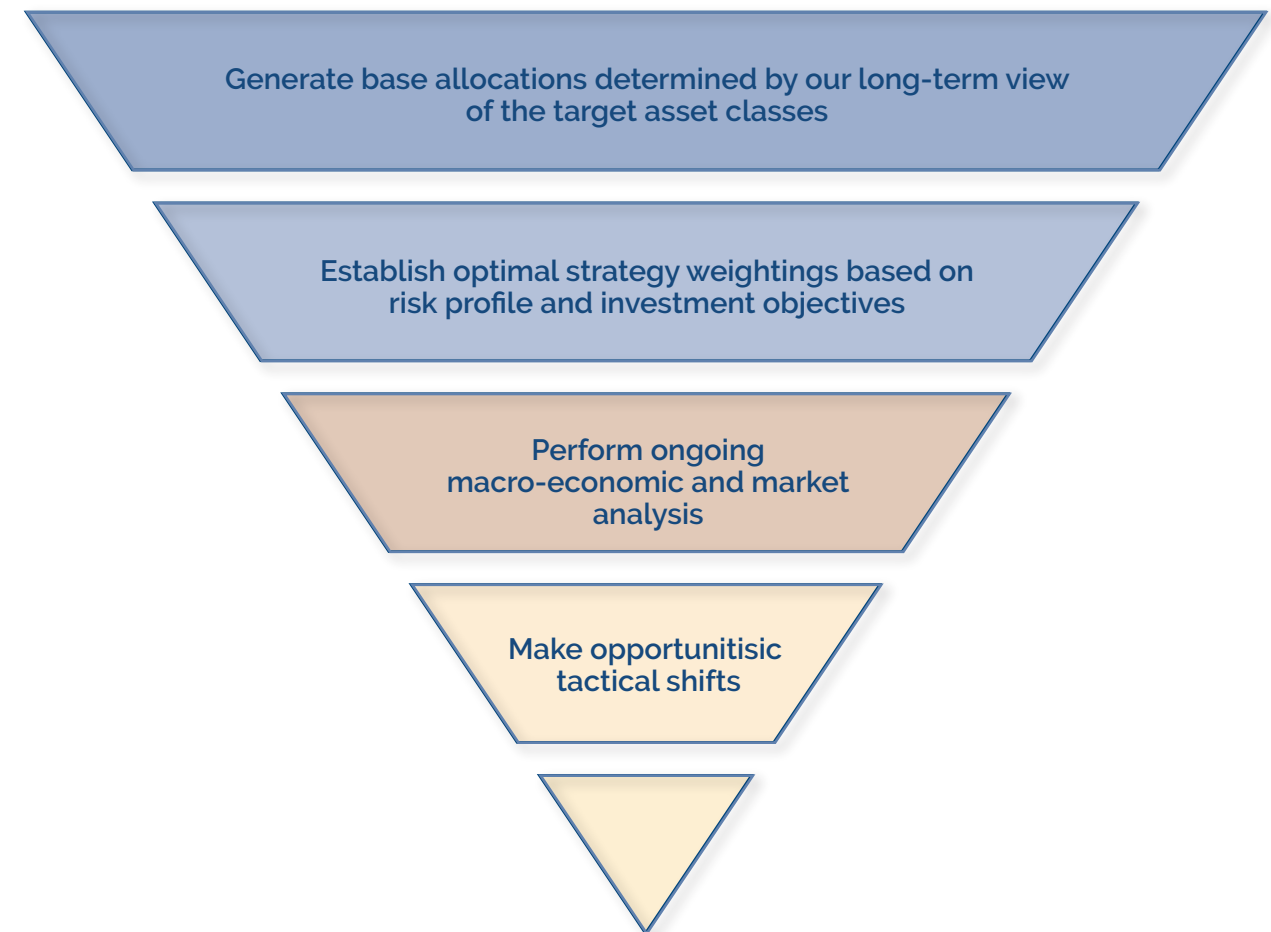


Client Portfolio Management Team Dedicated to Helping You Grow Your High Net Worth Business

Fully Diversified and Actively Managed

Navigator® Total Wealth Strategies utilize a disciplined combination of top-down and bottom-up processes to seek consistent risk-adjusted returns across equities, fixed income and alternatives. Each base allocation is determined by Clark Capital's long-term view of the overall asset classes. Our experienced team of investment managers perform ongoing macro-economic analysis and make tactical shifts to the portfolios to reflect our market outlook and to help keep the strategies aligned to their risk profiles.

Investment Process

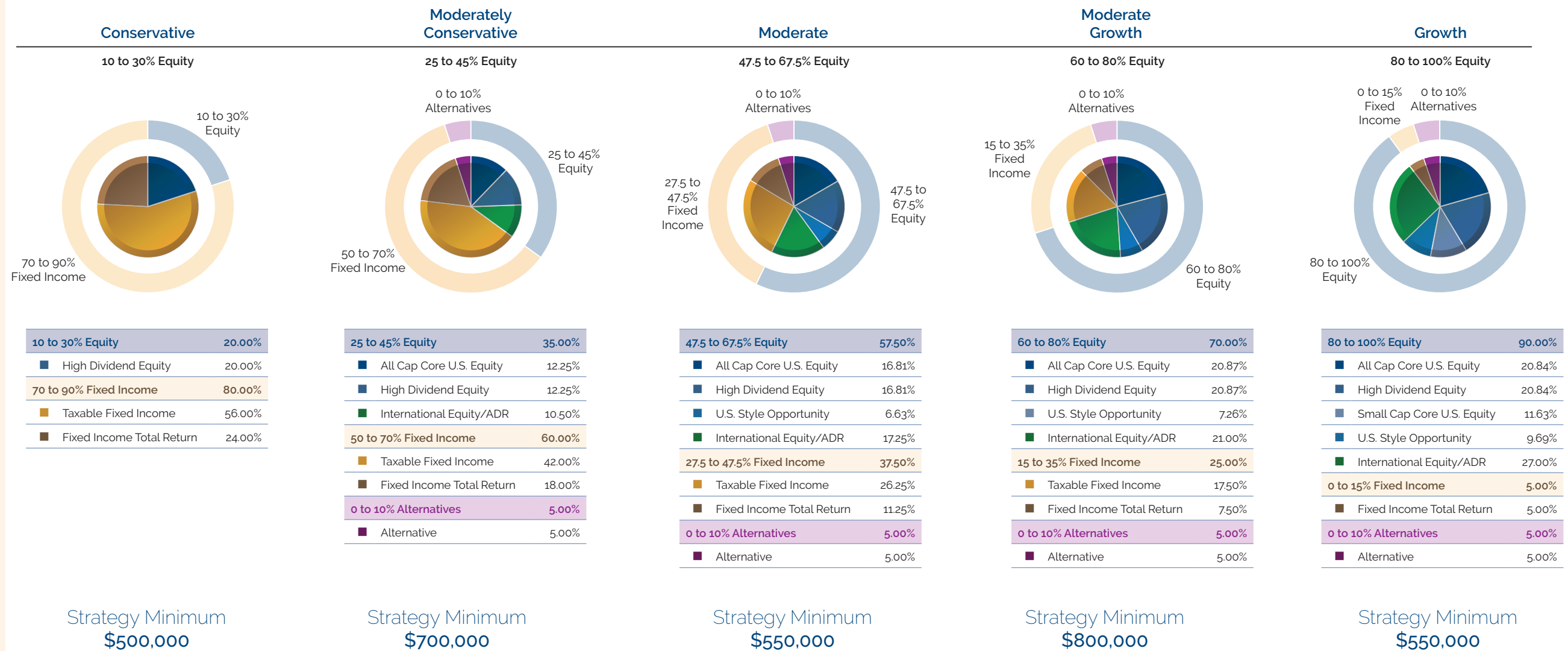


Navigator® Total Wealth Strategies

Institutional Quality
Investment Strategies
starting at \$500,000

Navigator® Total Wealth Strategies

Navigator® Total Wealth Strategies utilize separately managed accounts and individual stocks and taxable bonds whenever possible. These strategies are suitable for high net worth clients seeking a diversified portfolio.

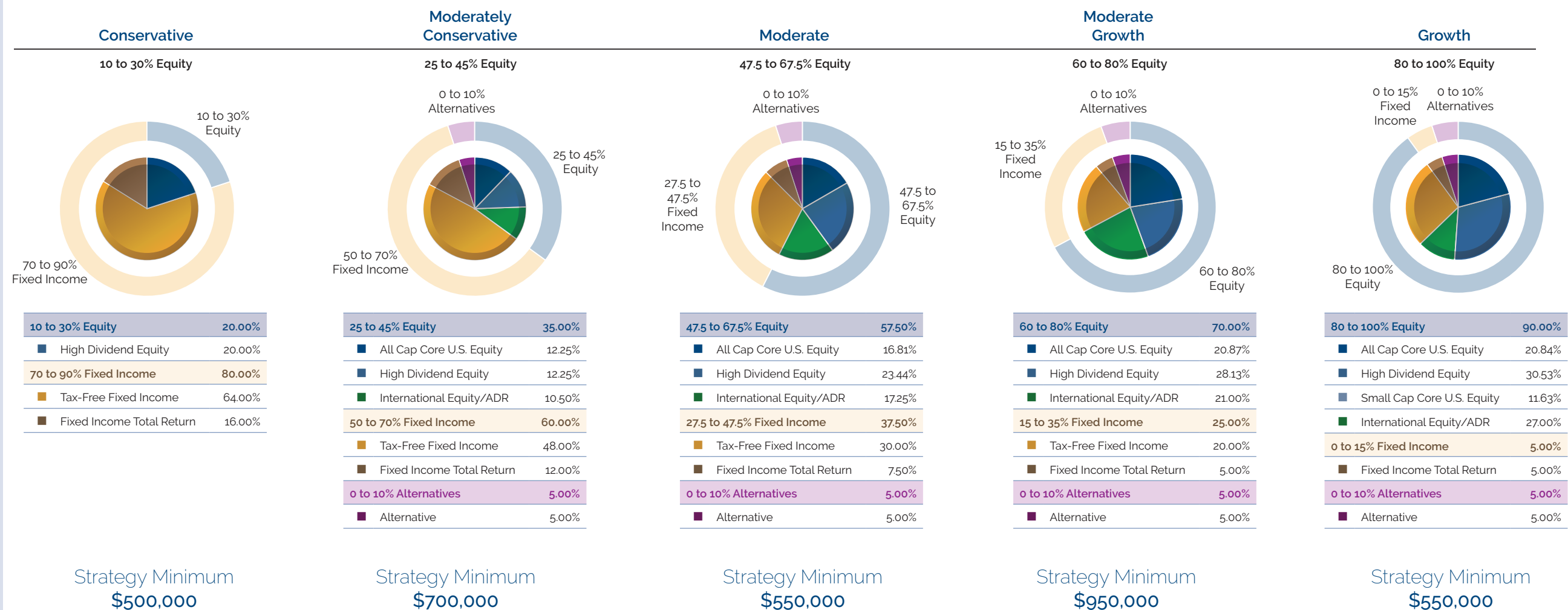


Navigator® Total Wealth Strategies (Tax Aware)

Institutional Quality
Investment Strategies
starting at \$500,000

Navigator® Total Wealth Strategies (Tax Aware)

Navigator® Total Wealth Strategies (Tax Aware) utilize separately managed accounts including individual stocks, municipal bonds and lower turnover strategies whenever possible. These strategies are suitable for high net worth clients seeking a diversified and tax aware portfolio.



An Entire Fleet of Investment Strategies

As an independent asset manager, we focus exclusively on asset management. Our experienced and knowledgeable team of portfolio managers helps navigate your clients through every market environment.

Equity Strategies

Navigator All Cap Core U.S. Equity

The strategy invests in a broad range of U.S. equities and seeks capital appreciation by focusing on high quality, undervalued companies with improving business prospects.

Navigator High Dividend Equity

The strategy seeks to provide favorable risk-adjusted returns through a carefully constructed portfolio of high-quality domestic and international equities, REITs, and preferred stocks.

Navigator Small Cap Core U.S. Equity

The strategy invests in small capitalization U.S. equities and seeks capital appreciation by focusing on high quality, undervalued companies with improving business prospects.

Navigator U.S. Style Opportunity

The strategy seeks capital appreciation and is designed to adapt to changing market themes in order to pursue investment opportunity.

Navigator International Equity/ADR

The strategy invests in a broad range of international equities and seeks capital appreciation by focusing on high quality, undervalued companies with improving business prospects.

Fixed Income Strategies

Navigator Taxable Fixed Income

The strategy provides strategic exposure to a broad range of taxable bonds. The strategy seeks to deliver total return with a secondary goal of income through a carefully constructed portfolio of bonds.

Navigator Tax Free Fixed Income

The strategy provides strategic exposure to a broad range of tax-free municipal bonds. The strategy seeks to deliver total return with a secondary goal of income.

Navigator Fixed Income Total Return

The strategy provides tactical exposure to the fixed income markets and seeks to deliver total return with a secondary goal of income.

Alternative Strategy

Navigator Alternative

The strategy seeks to provide meaningful diversification by investing in alternative asset classes. The portfolio provides a core and explore approach to portfolio management, seeking both alpha generation and risk reduction.

Focused on Helping You Deliver a Superior Client Experience

Today's high net worth client has complex needs and high expectations. That's why we're here to help support advisors in their efforts to deliver a superior client experience. We provide you with the following tools, so you can spend more time focused on your clients and what's important to them.

- **Dedicated High Net Worth Support Team:** Clark Capital's Client Portfolio Management Team of CFA®-level professionals work side-by-side with Portfolio Managers and Investment Consultants to provide detailed institutional analysis of prospective client portfolios and sales support to help you grow your high net worth business.

To help you retain your high net worth business, the Client Portfolio Management Team is available for quarterly client calls and reviews for accounts over \$1 million.
- **Client-Friendly Investment Proposals:** Create client-friendly investment proposals to help you clearly communicate the investment expertise you provide to your high net worth clients.
- **Ongoing Tax Optimization:** Throughout the year, Clark Capital incrementally harvests investment losses in order to offset gains and reduce ordinary income. Based on internal research, tax-loss harvesting has helped our clients earn an average of 1.04% of added annual returns over a three-year period.*

*Tax loss harvesting is a strategy of selling securities at a loss to offset a capital gains tax liability. It is typically used to limit the recognition of short-term capital gains, which are normally taxed at higher federal income tax rates than long-term capital gains, though it is also used for long-term capital gains. The tax-loss data presented is based on internal research of existing Clark Capital taxable accounts over \$1 million that were invested in at least 80% equities from 12/31/15 to 12/31/18. Any accounts funded after 12/31/15 were excluded from the study. The study assumed a tax rate of 20% for long-term, 39.6% for short-term for 2016 and 2017, and 37% for short term for 2018. Added annual returns were calculated by dividing the amount in taxes saved each year by the average beginning market value plus ending market value. The benefits of tax loss harvesting, if any, in reducing an investor's tax liability will depend on the investor's entire tax and investment circumstances, including but not limited to: income, state of residence, the purchases and dispositions of assets in household accounts outside of Clark Capital, type of investment, and investment holding period. Investors should confer with their personal tax advisor regarding the tax consequences of investing with Clark Capital. Past performance is not indicative of future results. Please see the Important Disclosures section for more information.



**Create a
Proposal for Your
Client Today.**

**Contact your
Investment Consultant
or call 800.766.2264**

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