



# Navigator<sup>®</sup> Total Wealth Strategies

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



# 30+

Years of Asset  
Management Excellence

# \$20.7

Billion in Assets\*

# 100%

Employee Owned,  
Independent Firm

# 24

Investment  
Professionals

# 27

Average Years of Investment  
Professionals' Industry Experience

## 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.

\*As of 9/30/2020. Includes assets under management and sub-advised assets

# 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**

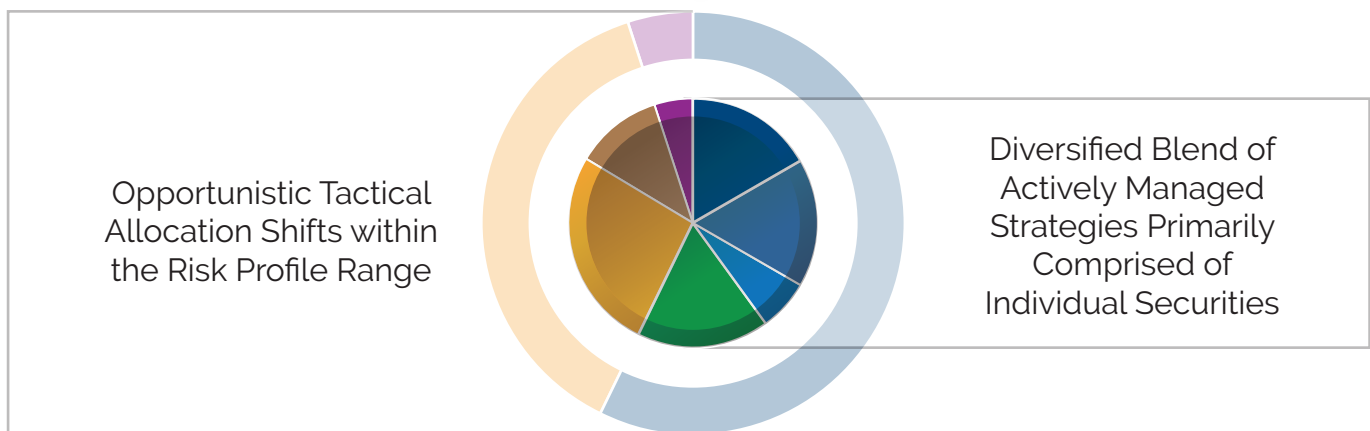
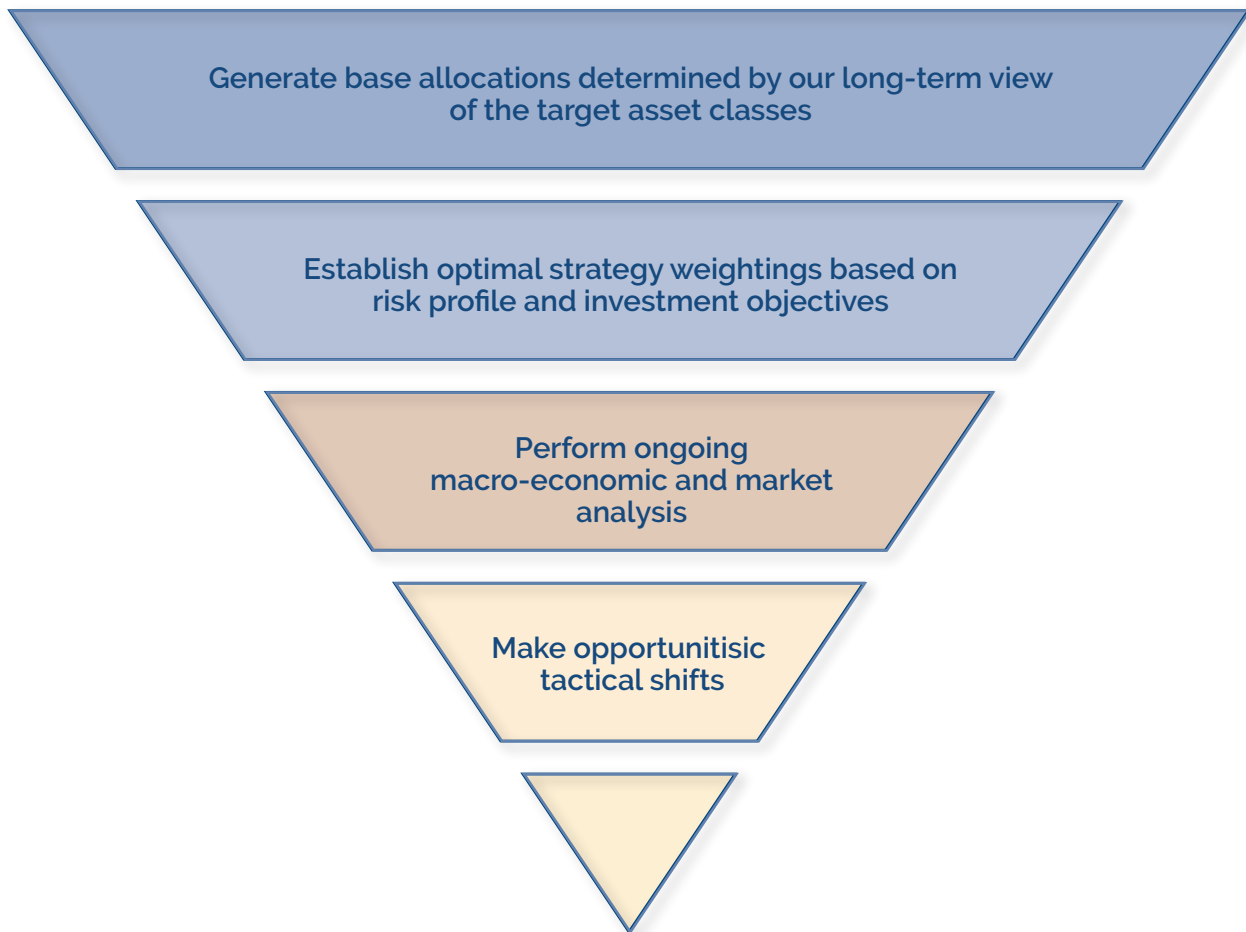


**Client Portfolio  
Management Team  
Dedicated to Helping  
You Grow Your  
High Net Worth Business**

# 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



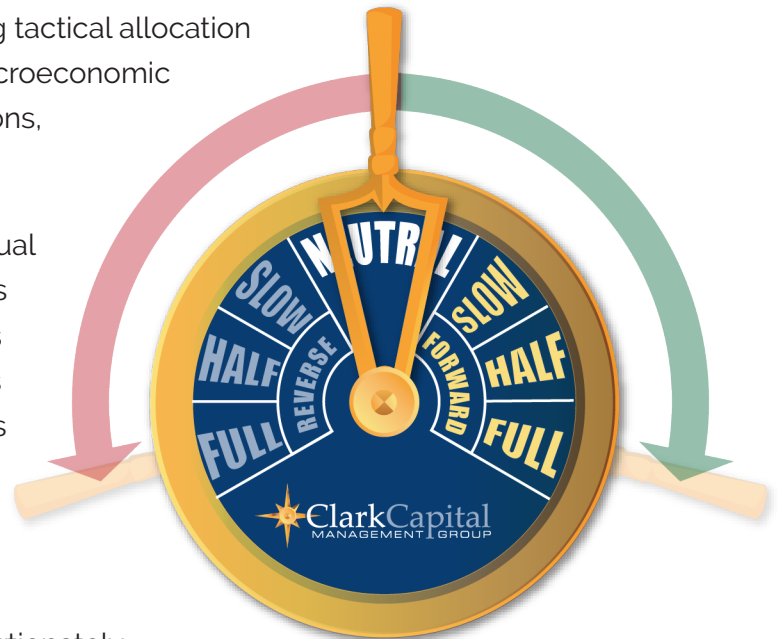
# Navigate the Markets with a Tactical Approach

We utilize a research-based approach to making tactical allocation decisions within the portfolios based on five macroeconomic gauges: The Economy, Monetary Policy, Valuations, Investor Sentiment, and Technicals.

Each gauge is comprised of a number of individual indicators, which the Investment Team evaluates on an ongoing basis to determine if the gauge is positive, negative or neutral. Our analysis guides asset allocation shifts to help keep the portfolios aligned to their assigned risk profiles.

For example, on 3/13/20, following a sharp drop in the markets, we shifted portfolios to overweight equity, reducing fixed income proportionately.

On 7/1/20, we shifted back to target weightings following an incredible recovery in the equity markets.



**Economic Gauges**

Economy	Monetary Policy	Valuations	Investor Sentiment	Technicals
GDP Reports	Shape of the Yield Curve	Trailing and Forward P/Es for Major Indexes	Equity and Bond Trading Composites	Market Breadth
Leading Economic Indicators	Monetary Base	Earnings Yield of Stocks vs. Bond Yields	Margin Debt	Broad Market Technical Composites
Jobless Claims	Direction of Interest Rates	Equity Risk Premium	Volatility Index (VIX)	Proprietary Research on Relative Strength and Credit Trends
Credit Conditions	Relative Value of Stocks vs. Bonds			

# Navigator<sup>®</sup> Total Wealth Strategies

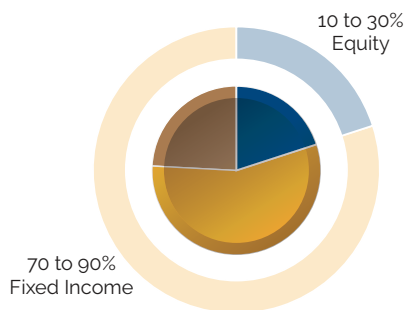
## Institutional Quality Investment Strategies at \$500,000

### Navigator<sup>®</sup> Total Wealth Strategies

Navigator<sup>®</sup> 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.

#### Conservative

10 to 30% Equity

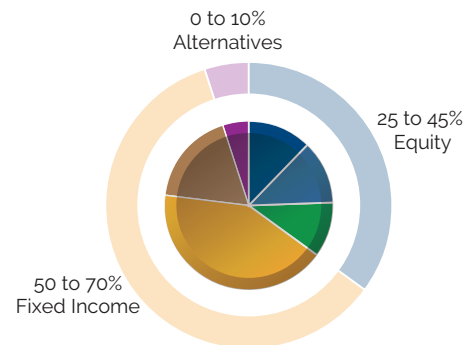


10 to 30% Equity	20.00%
■ High Dividend Equity	20.00%
70 to 90% Fixed Income	80.00%
■ Taxable Fixed Income	56.00%
■ Fixed Income Total Return	24.00%

Strategy Minimum  
**\$500,000**

#### Moderately Conservative

25 to 45% Equity



25 to 45% Equity	35.00%
■ All Cap Core U.S. Equity	12.25%
■ High Dividend Equity	12.25%
■ International Equity/ADR	10.50%
50 to 70% Fixed Income	60.00%
■ Taxable Fixed Income	42.00%
■ Fixed Income Total Return	18.00%
0 to 10% Alternatives	5.00%
■ Alternative	5.00%

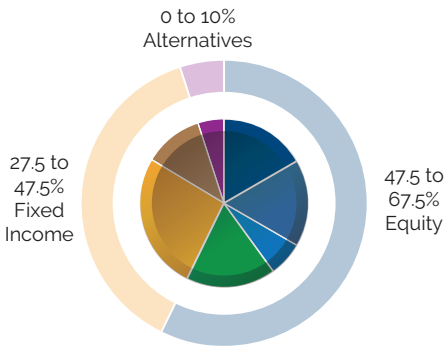
Strategy Minimum  
**\$500,000**

Enhanced Allocation  
Available for Accounts Over  
**\$700,000**

*Navigator<sup>®</sup> Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Moderately Conservative strategy, accounts under the enhanced allocation amount listed above will not include All Cap Core U.S. Equity or International ADR and will utilize different allocations to obtain a similar equity exposure.*

## Moderate

47.5 to 67.5% Equity



47.5 to 67.5% Equity	57.50%
All Cap Core U.S. Equity	16.81%
High Dividend Equity	16.81%
U.S. Style Opportunity	6.63%
International Equity/ADR	17.25%
27.5 to 47.5% Fixed Income	37.50%
Taxable Fixed Income	26.25%
Fixed Income Total Return	11.25%
0 to 10% Alternatives	5.00%
Alternative	5.00%

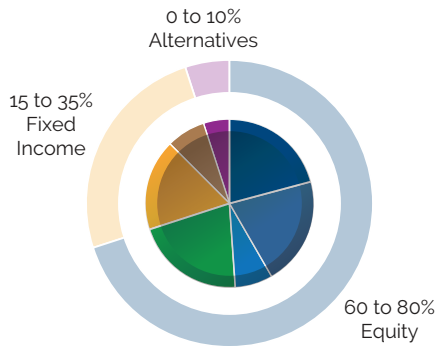
Strategy Minimum  
\$500,000

Enhanced Allocation  
Available for Accounts Over  
\$550,000

*Navigator® Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Moderate strategy, accounts under the enhanced allocation amount listed above will not include Taxable Fixed Income and will utilize Taxable Fixed Income Core to obtain a similar fixed income exposure.*

## Moderate Growth

60 to 80% Equity



60 to 80% Equity	70.00%
All Cap Core U.S. Equity	20.87%
High Dividend Equity	20.87%
U.S. Style Opportunity	7.26%
International Equity/ADR	21.00%
15 to 35% Fixed Income	25.00%
Taxable Fixed Income	17.50%
Fixed Income Total Return	7.50%
0 to 10% Alternatives	5.00%
Alternative	5.00%

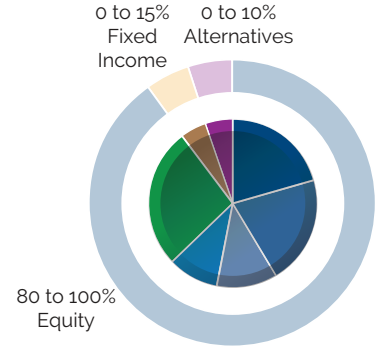
Strategy Minimum  
\$500,000

Enhanced Allocation  
Available for Accounts Over  
\$800,000

*Navigator® Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Moderate Growth strategy, accounts under the enhanced allocation amount listed above will not include Taxable Fixed Income and will utilize Taxable Fixed Income Core to obtain a similar fixed income exposure.*

## Growth

80 to 100% Equity



80 to 100% Equity	90.00%
All Cap Core U.S. Equity	20.84%
High Dividend Equity	20.84%
U.S. Style Opportunity	9.69%
Small Cap Core U.S. Equity	11.63%
International Equity/ADR	27.00%
0 to 15% Fixed Income	5.00%
Fixed Income Total Return	5.00%
0 to 10% Alternatives	5.00%
Alternative	5.00%

Strategy Minimum  
\$500,000

Enhanced Allocation  
Available for Accounts Over  
\$550,000

*Navigator® Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Growth strategy, accounts under the enhanced allocation amount listed above will not include Small Cap Core U.S. Equity and will utilize different allocations to obtain a similar equity exposure.*

# Navigator® Total Wealth Strategies (Tax Aware)

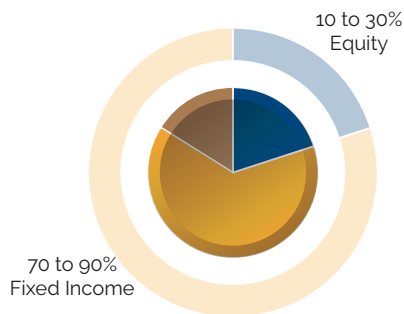
## Institutional Quality Investment Strategies at \$500,000

### 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.

#### Conservative

10 to 30% Equity

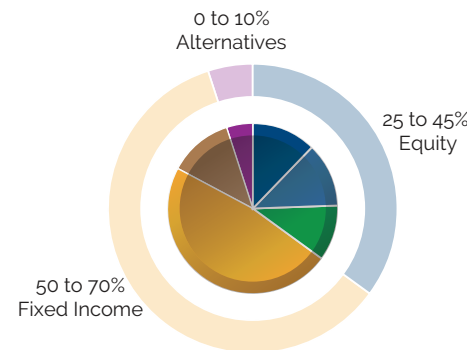


10 to 30% Equity	20.00%
■ High Dividend Equity	20.00%
70 to 90% Fixed Income	80.00%
■ Tax-Free Fixed Income	64.00%
■ Fixed Income Total Return	16.00%

Strategy Minimum  
**\$500,000**

#### Moderately Conservative

25 to 45% Equity



25 to 45% Equity	35.00%
■ All Cap Core U.S. Equity	12.25%
■ High Dividend Equity	12.25%
■ International Equity/ADR	10.50%
50 to 70% Fixed Income	60.00%
■ Tax-Free Fixed Income	48.00%
■ Fixed Income Total Return	12.00%
0 to 10% Alternatives	5.00%
■ Alternative	5.00%

Strategy Minimum  
**\$500,000**

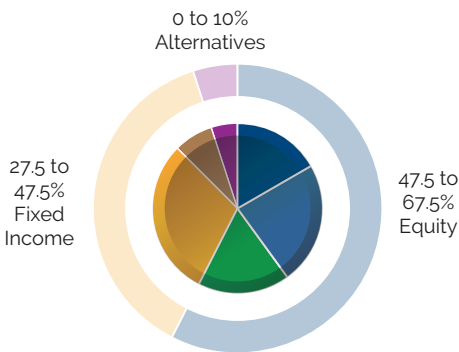
Enhanced Allocation  
Available for Accounts Over  
**\$700,000**

*Navigator® Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Moderately Conservative (Tax Aware) strategy, accounts under the enhanced allocation amount listed above will not include All Cap Core U.S. Equity or International ADR and will utilize different allocations to obtain a similar equity exposure.*



## Moderate

47.5 to 67.5% Equity



47.5 to 67.5% Equity	57.50%
All Cap Core U.S. Equity	16.81%
High Dividend Equity	23.44%
International Equity/ADR	17.25%
27.5 to 47.5% Fixed Income	37.50%
Tax-Free Fixed Income	30.00%
Fixed Income Total Return	7.50%
0 to 10% Alternatives	5.00%
Alternative	5.00%

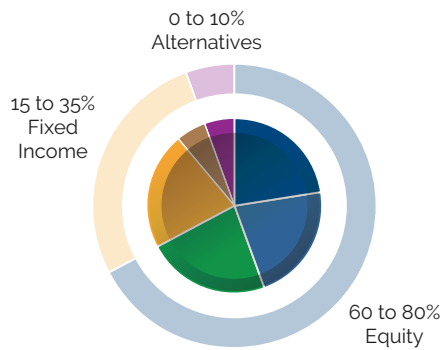
Strategy Minimum  
**\$500,000**

Enhanced Allocation  
Available for Accounts Over  
**\$550,000**

*Navigator® Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Moderate (Tax Aware) strategy, accounts under the enhanced allocation amount listed above will not utilize Tax-Free Fixed Income and will utilize Tax-Free Fixed Income Core to obtain a similar fixed income exposure.*

## Moderate Growth

60 to 80% Equity



60 to 80% Equity	70.00%
All Cap Core U.S. Equity	20.87%
High Dividend Equity	28.13%
International Equity/ADR	21.00%
15 to 35% Fixed Income	25.00%
Tax-Free Fixed Income	20.00%
Fixed Income Total Return	5.00%
0 to 10% Alternatives	5.00%
Alternative	5.00%

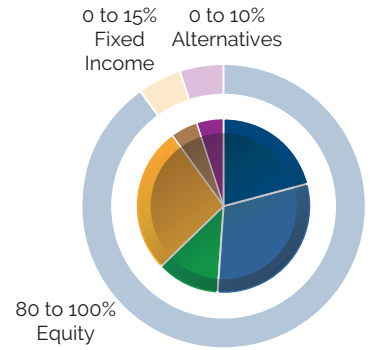
Strategy Minimum  
**\$500,000**

Enhanced Allocation  
Available for Accounts Over  
**\$950,000**

*Navigator® Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Moderate Growth (Tax Aware) strategy, accounts under the enhanced allocation amount listed above will not utilize Tax-Free Fixed Income and will utilize Tax-Free Fixed Income Core to obtain a similar fixed income exposure.*

## Growth

80 to 100% Equity



80 to 100% Equity	90.00%
All Cap Core U.S. Equity	20.84%
High Dividend Equity	30.53%
Small Cap Core U.S. Equity	11.63%
International Equity/ADR	27.00%
0 to 15% Fixed Income	5.00%
Fixed Income Total Return	5.00%
0 to 10% Alternatives	5.00%
Alternative	5.00%

Strategy Minimum  
**\$500,000**

Enhanced Allocation  
Available for Accounts Over  
**\$550,000**

*Navigator® Total Wealth Strategies utilize individual stocks and bonds whenever possible. For the Growth (Tax Aware) strategy, accounts under the enhanced allocation amount listed above will not include Small Cap Core U.S. Equity and will utilize different allocations obtain a similar equity exposure.*

# 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.

### Navigator International Equity Strategic Beta

The strategy seeks a wide diversity of securities reflective of all market capitalizations and styles of the international equity market through a carefully constructed portfolio of exchange traded funds.

## 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 Taxable Fixed Income Core

The strategy seeks to deliver total return with a secondary goal of income through a carefully constructed portfolio of fixed income exchange traded funds and mutual funds.

### 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 Tax Free Fixed Income Core

The strategy seeks to deliver total return with a secondary goal of income through a carefully constructed portfolio of fixed income exchange traded funds and mutual funds.

### 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

This document may contain certain information that constitutes "forward-looking statements" which can be identified by the use of forward-looking terminology such as "may," "expect," "will," "hope," "forecast," "intend," "target," "believe," and/or comparable terminology. No assurance, representation, or warranty is made by any person that any of Clark's assumptions, expectations, objectives, and/or goals will be achieved. Nothing contained in this document may be relied upon as a guarantee, promise, assurance, or representation as to the future.

Nothing in this brochure should be construed as tax advice, a solicitation or offer, or recommendation, to buy or sell any security. There are risks involved in investing, including loss of principal. There is no guarantee of the future performance of any Clark Capital investment portfolio. Material presented has been derived from sources considered to be reliable, but the accuracy and completeness cannot be guaranteed. This material is not intended to be relied upon as a forecast or research. The investment or strategy discussed may not be suitable for all investors. Investors must make their own decisions based on their specific investment objectives and financial circumstances. Past performance is not indicative of future results.

Capital Management Group, Inc. is an investment adviser registered with the U.S. Securities and Exchange Commission. Registration does not imply a certain level of skill or training. More information about Clark Capital's advisory services can be found in its Form ADV which is available upon request.