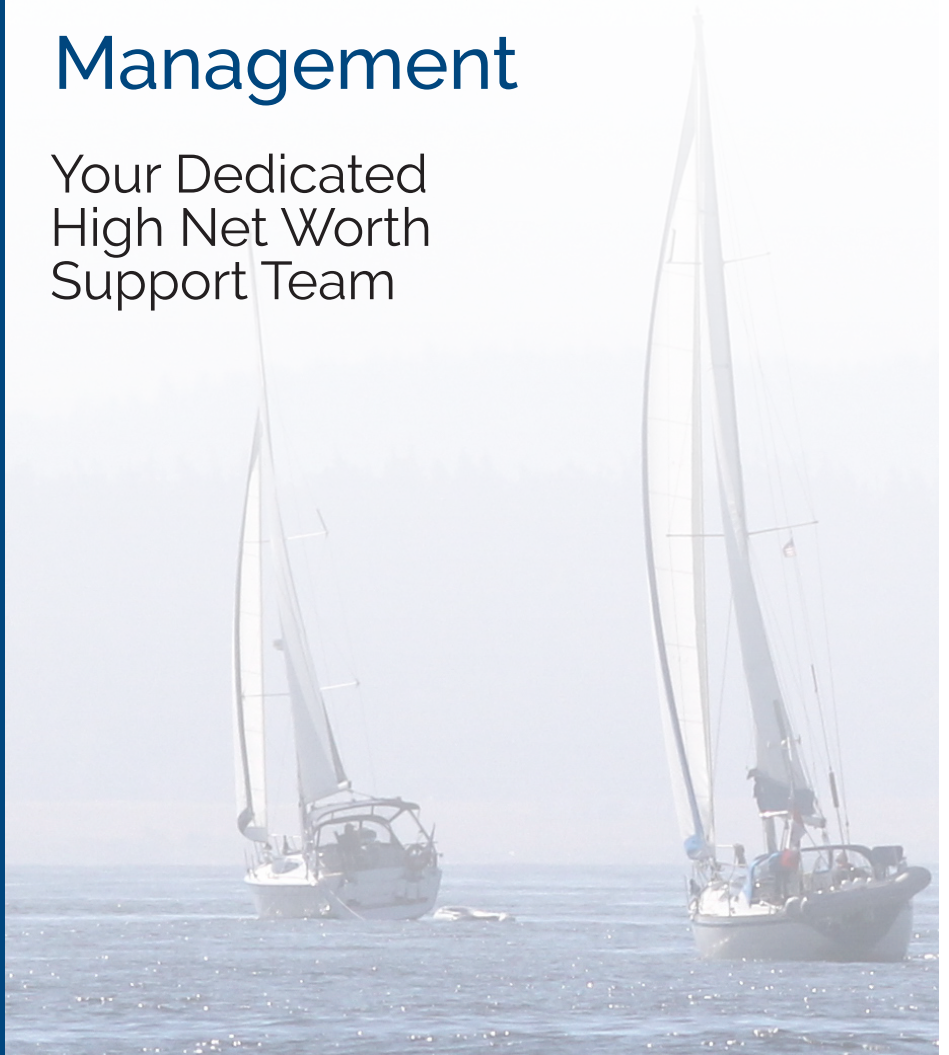




## Client Portfolio Management

Your Dedicated  
High Net Worth  
Support Team

Navigate  
Your Future.  
Enjoy the  
Journey.





## Focused on Helping You Deliver a Superior Client Experience

Today's high net worth client has complex needs and high expectations. Our Client Portfolio Management (CPM) Team helps support advisors in their efforts to deliver a superior client experience.

Clark Capital's CPM Team can help you:

- Grow your AUM through consolidation of assets and increased referrals
- Compete effectively with wirehouses and banks
- Navigate fee/performance-based conversations with your clients
- Simplify the portfolio construction process and speed up implementation of the client's investment plan
- Manage client cases that have unique tax needs
- Differentiate your business through legacy planning, helping you reach a new generation of clients

## Benefits of the CPM Team

A suite of resources designed to help you attract and retain high net worth business:



Book  
Reviews



Portfolio  
Analysis



Portfolio  
Construction



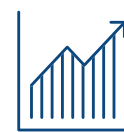
Point of  
Sale Support



Market  
Update Calls



Quarterly  
Reviews



Commentary &  
Resources



Tax  
Transitions



# Client-Friendly Resources to Help You Attract High Net Worth Business

Our CPM Team provides institutional quality analysis, resources, and tools to help you grow your business.

- Holdings Analysis and Bond Diagnostics**  
 Consolidated and comprehensive holdings analysis evaluates your clients' current portfolio diversification and identifies any concentration risks.
- Current Portfolio Cost Analysis**  
 Compelling and in-depth portfolio analytics from Factset, Morningstar and Personal Funds examine your clients' current underlying expenses, which can be negatively impacting their returns.
- Custom Tax Transitions**  
 When transitioning an account to Clark Capital, our CPM Team can work with you to create a custom tax transition plan to help smoothly transition a client's assets over multiple tax years.
- Personalized Investment Proposals**  
 Create personalized investment proposals designed to help you clearly communicate the expertise you provide to your high net worth clients. For households accounts over \$1 million, we offer institutional level proposals with full market and economic commentary.
- Point of Sale Support**  
 Your CPM Team can meet with you and your high net worth prospects to discuss Clark Capital's proposed investment solution.

# A Long-Term Partnership To Help You Retain Your High Net Worth Clients

When your clients sign the paperwork, it's not the end of our relationship—it's just the beginning. Our CPM Team provides concierge-level portfolio monitoring and account maintenance, so you can spend your time focusing on your clients and what's important to them.

- **Quarterly Portfolio Reviews**  
 Quarterly Client Reviews provide advisors and their clients an economic and capital market assessment and a straightforward review of their portfolio composition and performance. When appropriate, investment recommendations are made to realign portfolios with changes to the clients' goals or Clark Capital's investment outlook.
- **Market Update Calls**  
 Market Update Calls help keep your clients up-to-date on the markets, so they can remain calm and on track to achieve their financial plan.
- **Annual Book Reviews**  
 Annual book reviews provide a holistic and comprehensive market and strategy review to make sure all your accounts are aligned with client goals and Clark Capital's latest investment recommendations.
- **Ongoing Education and Resources**  
 Ongoing investment expertise and white glove service designed to keep you up-to-date on Clark Capital's strategies. Resources include timely commentary, webinars, and events to help support your client conversations.

The collage features four documents from Clark Capital:

- Market Moves Charting Our Strategies:** A document dated October 2019, titled "Market Moves Charting Our Strategies". It includes "Economic Gauges" and "Clark Capital's Bottom-Up Fundamental Strategies".
- Commentary Navigator Market Update:** A document dated March 23, 2020, titled "Commentary Navigator Market Update". It features an article "Into the Unknown" by K. Sean Clark, CFA, and a section "Bracing for GDP Impact".
- Quarterly Review & Outlook:** A document dated As of December 31, 2019, titled "Quarterly Review & Outlook". It is prepared exclusively for Valued Clients on behalf of Valued Advisors.
- Video Thumbnail:** A video thumbnail for Glenn Dorsey, CFA, CAIA, Vice President, Head of Client Portfolio Management.



## An Extension of Your Team

Our team of CFA® Charterholders works side-by-side with Portfolio Managers and Investment Consultants to help you clearly communicate the investment expertise you provide to your high net worth clients.

Client Portfolio Managers are supported by a team of Analysts, Coordinators, and a Tax Transition Specialist to help you design highly customized portfolios and provide a white glove client experience.

### East Coast CPM Team Leads

**Contact Team Dorsey**  
[cpmteamdorsey@ccmg.com](mailto:cpmteamdorsey@ccmg.com) | 800.766.2264 x8270

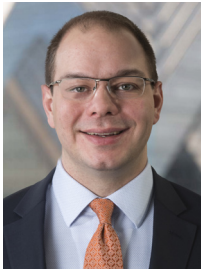


**Glenn Dorsey, CFA®, CAIA®**

*Senior Vice President, Head of Client Portfolio Management*

Glenn Dorsey and his team work with Portfolio Managers and your Investment Consultant to help you grow your business and communicate your investment expertise to high net worth clients.

With over 30 years in the business, Glenn's extensive investment management experience includes the position of Co-Chief Investment Officer and Head of the Private Wealth Management Group at Curian Capital. His portfolio management experience includes equity, balanced, and fixed income investing for high net worth clients.



**John Archbold, CFA®**

*Client Portfolio Manager*

In collaboration with financial advisors and Clark Capital's Investment Consultants, John constructs highly personalized investment solutions for high net worth clients.

John's expertise includes investment planning strategies for complex client cases, such as managed tax transition strategies, option overlay strategies for concentrated positions, and personalized income planning.

### West Coast CPM Team Leads

**Contact Team Eiesenrich**  
[cpmteameisenrich@ccmg.com](mailto:cpmteameisenrich@ccmg.com) | 800.766.2264 x8270



**Peter Eisenrich, CFA®**

*Vice President, Senior Client Portfolio Manager*

Pete Eisenrich and his team work with Portfolio Managers and your Investment Consultant to help you grow your business and communicate your investment expertise to high net worth clients.

With over 20 years in the business, Pete's extensive investment management experience includes the position of Vice President and Senior Market Strategist at Curian Capital where he was responsible for communicating economic and capital market information to investment advisors. Prior to joining Clark Capital, Pete was a Senior Vice President and Portfolio Strategist at Global Financial Private Capital.



**Thomas Duffy, CFA®**

*Client Portfolio Manager*

In collaboration with financial advisors and Clark Capital's Investment Consultants, Tom constructs highly personalized investment solutions for high net worth clients.

Tom's expertise includes investment planning strategies for complex client cases, such as managed tax transition strategies, option overlay strategies for concentrated positions, and personalized income planning.

# Navigator® Elite Advisor Program

High Net Worth Services to Help You Deliver A Superior Client Experience

## Benefits to You

**Sophisticated Presentations with Compelling Analytics**



**Advanced Investment Planning Strategies**



**Concierge Level Portfolio Oversight**

## Navigator® Elite Advisor Program

The Navigator® Elite Advisor Program is designed to provide tools and resources to help you grow and retain your high net worth business.

As your assets under management with Clark Capital grow, you'll have access to a wide range of exclusive concierge-level services from our CPM Team.

**For more information, contact your Investment Consultant**

*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 of skill or training. More information about Clark Capital's advisory services and fees can be found in its Form ADV which is available upon request. CCM-1049*

Services Available to You and Your Clients	Client Household Account Value		
	\$500,000 to \$1,000,000	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	Navigator® Elite Advisor Program (AUM with Clark Capital)		
	Silver \$10 million	Gold \$25 million	Platinum \$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			✓



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