



A Guide to Custom Tax Transition Strategies

Strategies to Help You Maximize Investors' After-Tax Returns

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Why Use Tax Transition Strategies?

Tax transition strategies can help your high net worth clients thoughtfully reinvest their assets into the right long-term strategy while spreading realized gains out over time. Clark Capital's personalized tax transition strategies seek to improve cash flow, reduce risk, and increase the long-term value of your client's portfolio.

Requesting a Custom Tax Transition in 4 Easy Steps

Any client meeting Navigator PUMA® household minimums qualifies for a custom tax transition. Your Investment Consultant and dedicated Tax Transition Specialist will work with you to personalize the transition process to fit any tax budget.

There are 4 easy steps to get started:

Step 1: Discuss your client's case with your Investment Consultant and build a personalized investment proposal. An initial tax transition plan can be drafted upon request.

Step 2: Submit paperwork and initiate an in-kind transfer through AssetMark.

Step 3: Upon receipt of assets and cost basis, Clark Capital's Tax Transition Specialist will contact you to discuss your client's tax situation and build a personalized transition plan to suit their needs.

Step 4: Approve the finalized tax transition plan and Clark Capital will begin trading the account.



Sample Tax Transition

The table below illustrates how Clark Capital would attempt to maximize the amount of assets immediately managed within a proposed investment, while spreading realized gains out over time.

Security Name	Ticker	Units	Cost	Value	Gain/Loss	Year 1	Year 2	Year 3
ALLSTATE CORP	ALL	330	\$47,817	\$35,878	(\$11,939)	(\$11,939)		
INTEL CORP	INTC	750	\$47,346	\$36,900	(\$10,446)	(\$10,446)		
KRAFT HEINZ CO	KHC	590	\$24,680	\$19,830	(\$4,850)	(\$4,850)		
FIRST HORIZON NATL	FHN	1,610	\$4,241	\$25,969	\$21,729	\$21,729		
UNITED RENTALS INC	URI	130	\$23,713	\$44,036	\$20,323	\$20,323		
TYSON FOODS INC	TSN	320	\$6,364	\$25,267	\$18,904	\$18,904		
WILLIAMS COMPANIES INC	WMB	1,810	\$10,844	\$48,490	\$37,646	\$37,646		
CVS HEALTH CORP COM	CVS	950	\$49,883	\$84,607	\$34,724	\$34,724		
LILLY ELI AND CO	LLY	120	\$16,210	\$29,765	\$13,554	\$13,554		
AFLAC INC	AFL	940	\$25,266	\$50,892	\$25,626		\$25,626	
APPLE INC COM	AAPL	720	\$54,400	\$119,016	\$64,616		\$64,616	
WILLIAMS SONOMA INC	WSM	180	\$11,764	\$35,071	\$23,307		\$23,307	
PROCTER AND GAMBLE CO	PG	405	\$23,567	\$58,555	\$34,988			\$34,988
MICROSOFT CORP	MSFT	300	\$27,627	\$99,177	\$71,550			\$71,550
Estimated Gains						\$119,645	\$113,549	\$106,538
Estimated Proceeds						\$350,742	\$204,979	\$157,732

For illustrative purposes only. Gain/loss estimates are based on cost basis data provided to Clark Capital. Actual gains and losses at time of liquidation will vary. This is not a recommendation to buy or sell a security or to adopt a particular investment strategy. Please see the Important Disclosures section for additional information.