Mastering Your High Net Worth Business

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Stats You Should Know

The High Net Worth Opportunity

[1] Source: "Winning in the high-net-worth segment in US wealth management," McKinsey, 2020

[2] Source: "Attention Advisors: High-Net-Worth Clients Want Your Help With These Things," Barron's, December 2021

[3] Source: World Wealth Report, Capgemini, 2021

$19T High net worth investors ($2-$25 million) make up $19 trillion in investable assets.[1]

70% 70% of high net worth investors said their biggest consideration is having full financial planning to ensure they don't run out of money in retirement.[1]

41% 41% of investors are seeking an advisor who will collaborate with them to create a financial plan that boosts their confidence.[2]

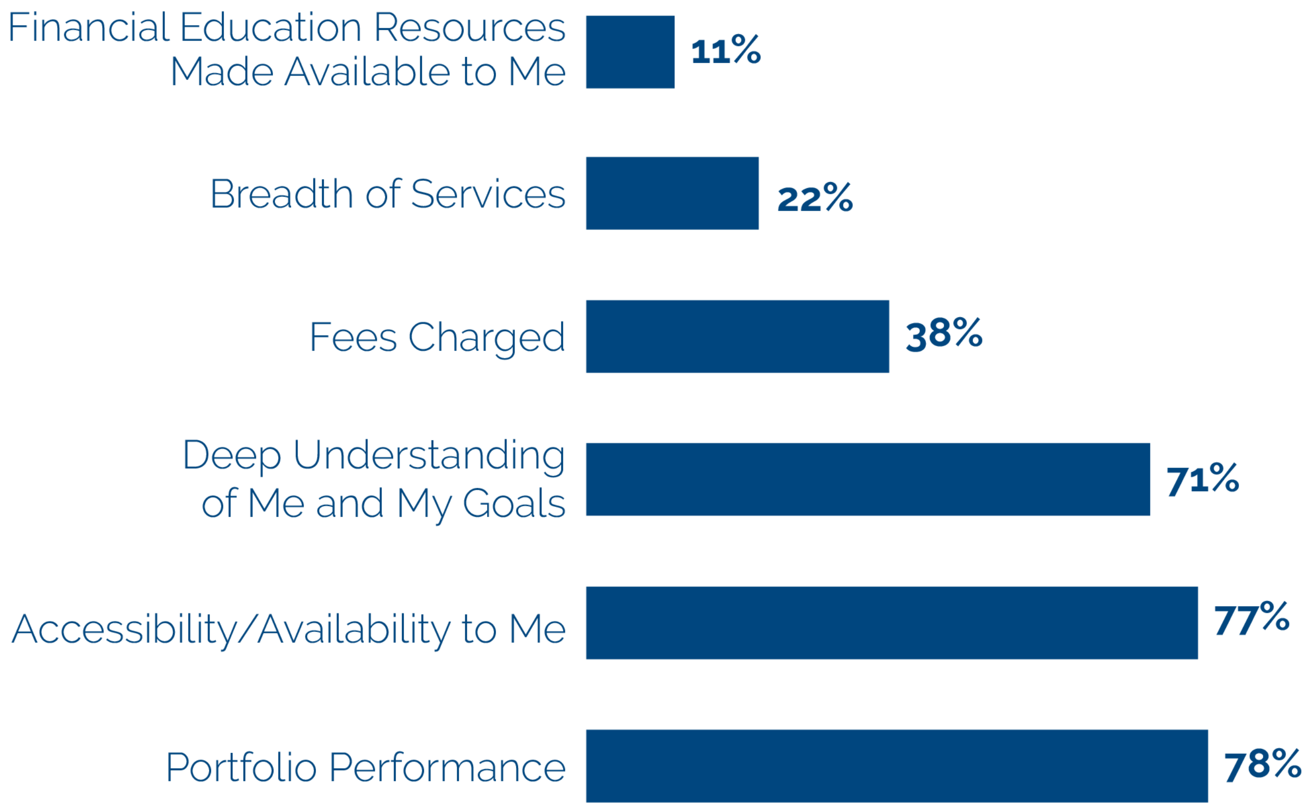
50% Approximately 50% of investors with at least $5M in assets consolidate banking and wealth relationships.[2]

46% Wealthy investors are estimated to allocate 46% of their portfolio to businesses actively pursuing environmental, social, and corporate governance (ESG) policies by the end of 2021.[3]

Stats You Should Know

What's Important to High Net Worth Investors?

When **clients with over $500,000** under management were asked to rank the factors most important to them when selecting a financial advisor, surveyed clients of advisors said the three most important factors are: **portfolio performance**, accessibility or **availability**, and a **deep understanding of the client and their goals.**



[1] Source: YCharts: How Can Advisors Better Communicate with Clients?

The value of an investment management partner

We believe working with an investment management partner puts you on the same side of the table as your client and lets you do what you do best: build great personal relationships.

What you focus on::

- Relationships
- Client advocacy
- Comprehensive planning services
- Overall financial analysis
- Client education
- Client behavior

What an investment management provider focuses on:

- Ongoing portfolio management
- Proactive tax management
- Market evaluation and outlook
- Investment updates


We'll focus on the investments.
So that you can focus on your client.

Overview

Clark Capital

Management Group

For over 35 years, Clark Capital has provided traditional and innovative investment strategies with a common goal: to help you deliver great results to your clients.

As an independent asset manager, we offer a true partnership to financial advisors and their clients.

Past performance does not guarantee future results. Please see attached disclosures for more information. 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.

*As of 06/30/2023 includes sub-advised assets and assets under advisement. **Money Management Institute (MMI) and Barron's.

1986
Year founded

$30.8B
AUA*

26
Investment professionals

100%
Family- and employee-owned

139
Employees

24.8
Investment team average years of experience

2020, 2021 & 2022
Asset Manager of the Year**

10.7
Investment team average years of working together

Uncover the value of Clark Capital's Client Portfolio Management Team

Our Client Portfolio Management (CPM) 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.

Clark Capital's Client Portfolio Management 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

Client-Friendly Resources to Help You Attract High Net Worth Clients

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. Instructional proposals with full market commentary are available for household accounts over $1 million.

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.


Opening an account with us is not the end
of our relationship, it’s just the beginning.

A Long-Term Partnership to Help You **Retain** High Net Worth Business

Quarterly Portfolio Reviews

Quarterly Client Reviews provide advisors and their clients with an economic and capital market assessment and a straightforward review of their portfolio composition and performance.

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 ensure 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.

Wealth Planning: Services Overview

Clark Capital's wealth planning capabilities are designed to help you grow your business and enhance the high net worth experience you provide to your clients. Full access to our suite of comprehensive wealth planning services is available to client households exceeding $10 million, at no additional cost to the advisor and client.

Trust and Estate Planning

We work collaboratively with clients' legal and tax advisors to create and implement effective wealth transfer strategies that are aligned with their clients' goals.

Strategic Tax Planning

By strategically managing their tax liabilities, clients can help reduce their current and future tax burdens, while preserving and growing their wealth.

Concentrated Position Planning

Our team provides personalized guidance to financial advisors and their clients on issues related to both public and private concentration in equity positions. We help develop strategies for asset location, diversification, leveraging charitable giving, and liquidity management to manage risks associated with concentrated positions.

Philanthropic Planning

We help clients develop a personalized strategy that aligns with their values and helps maximize their impact. Our team leverages expertise in a broad range of philanthropic vehicles, such as donor-advised funds, private foundations, and charitable trusts, to help clients achieve their philanthropic goals.

Business Succession Planning

Our team helps clients navigate the complex process of business succession planning.

Equity Compensation Planning

Our team helps clients navigate the complexities of equity compensation.

This document is not to be construed as tax or legal advice. Please consult with your personal tax or legal advisers before investing.

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 can be found in its Form ADV which is available upon request.

Dedicated high net worth support team

Available to you and your clients	Over $500,000	Over $1,000,000	Over $5,000,000	Over $10,000,000
Current Holdings Analysis and Bond Diagnostics with Recommendations	✓	✓	✓	✓
Current Portfolio Cost and Tax Transition 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 the Head of Your CPM Team				✓
Access to Portfolio Management Leaders at Clark Capital				✓
In-Person Access to Trust and Estate Planning Services with a Senior Wealth Planner				✓

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	✓	✓	✓
Access to Behavioral Finance Coaching		✓	✓
Quarterly Portfolio Reviews by Phone with the Head of Your CPM Team		✓	✓
Annual In-person Event with the Head of Your CPM Team		✓	
Annual In-person Event with Glenn Dorsey, Head of Client Portfolio Management			✓

Get in touch

Today's high net worth client has complex needs and high expectations. Want to learn more about how our Client Portfolio Management Team can help you master your high net worth business?

For more information, call 800-766-2264 and ask to speak to a Relationship Manager.

ClarkCapital
MANAGEMENT GROUP

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Money Management Institute and Barron’s finalists for Asset Manager of the Year ($25 - $100 billion) were selected by the specially-appointed MMI industry Awards Steering Council and the MMI Membership Experience Committee (MEC). The Steering Council and MEC reviewed nominations and determined a slate of finalists in each award category based on criteria related to level of innovation, potential to effect change in the investment advisory industry, advancement of practices and protocols and potential to deliver improved outcomes for advisors and investors. Award winners were determined by a vote of primary contacts at each member firm. MMI/Barron’s does not receive compensation for the participating firms in exchange for the award and Clark Capital did not pay a fee to MMI/Barron’s in exchange for its receipt of the award. These awards are not indicative of Clark Capital’s future performance nor may it be representative of any one client’s experience. Prior awards and recognition received in 2021 and 2020 was for Asset Manager of the Year (AUM of $10 to 50 billion). More information about the selection process and criteria can be found at www.mminst.org.