

SAMPLE



# Investment Proposal

Prepared exclusively for  
**Valued Client**

On Behalf of  
**Sample Advisor**  
ABC Investments

This presentation is for one-on-one presentations with a financial advisor present.

# About Clark Capital

For over 35 years, Clark Capital has provided traditional and innovative investment strategies to help investors achieve their unique goals and objectives. Our investment philosophy is driven by a single focus — adding value for our investors.

We utilize a wide range of asset classes and strategies to build portfolios with purpose, and we strive to construct portfolios that stand up to short-term volatility, so you can stay committed to your long-term goals.

## Our disciplined investment philosophy 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 you can remain committed to reaching your long-term goals—regardless of the ups and downs of the markets.

## Our Firm at a Glance

35

Years of Asset Management Excellence

\$30

Billion in Assets\*

100%

Employee Owned, Independent Firm

30

Investment Professionals

28.4

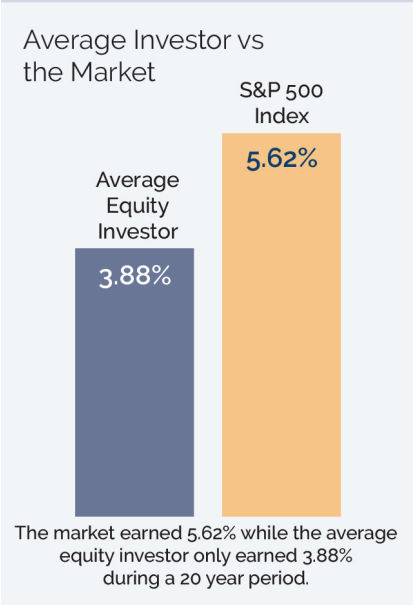
Average Years of Investment Professionals’ Industry Experience

\*As of 12/31/2021. Includes assets under management and sub-advised assets



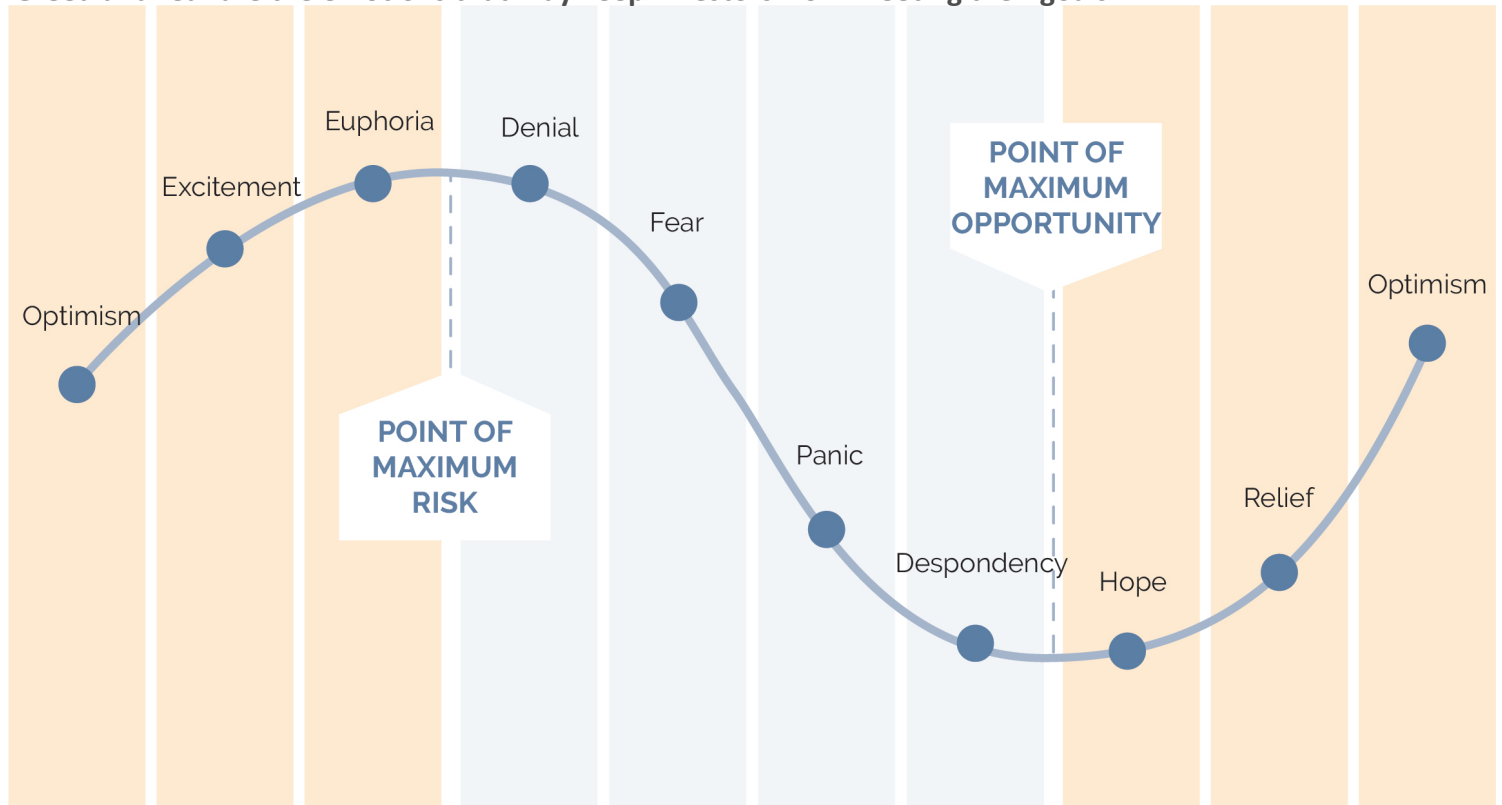
# Are Your Emotions at Odds with Your Goals?

"Be fearful when others are greedy, be greedy when others are fearful."  
 -Warren Buffett



As of 12/31/2018, Source: Dalbar, Inc.

Greed and fear are the emotions that may keep investors from meeting their goals.



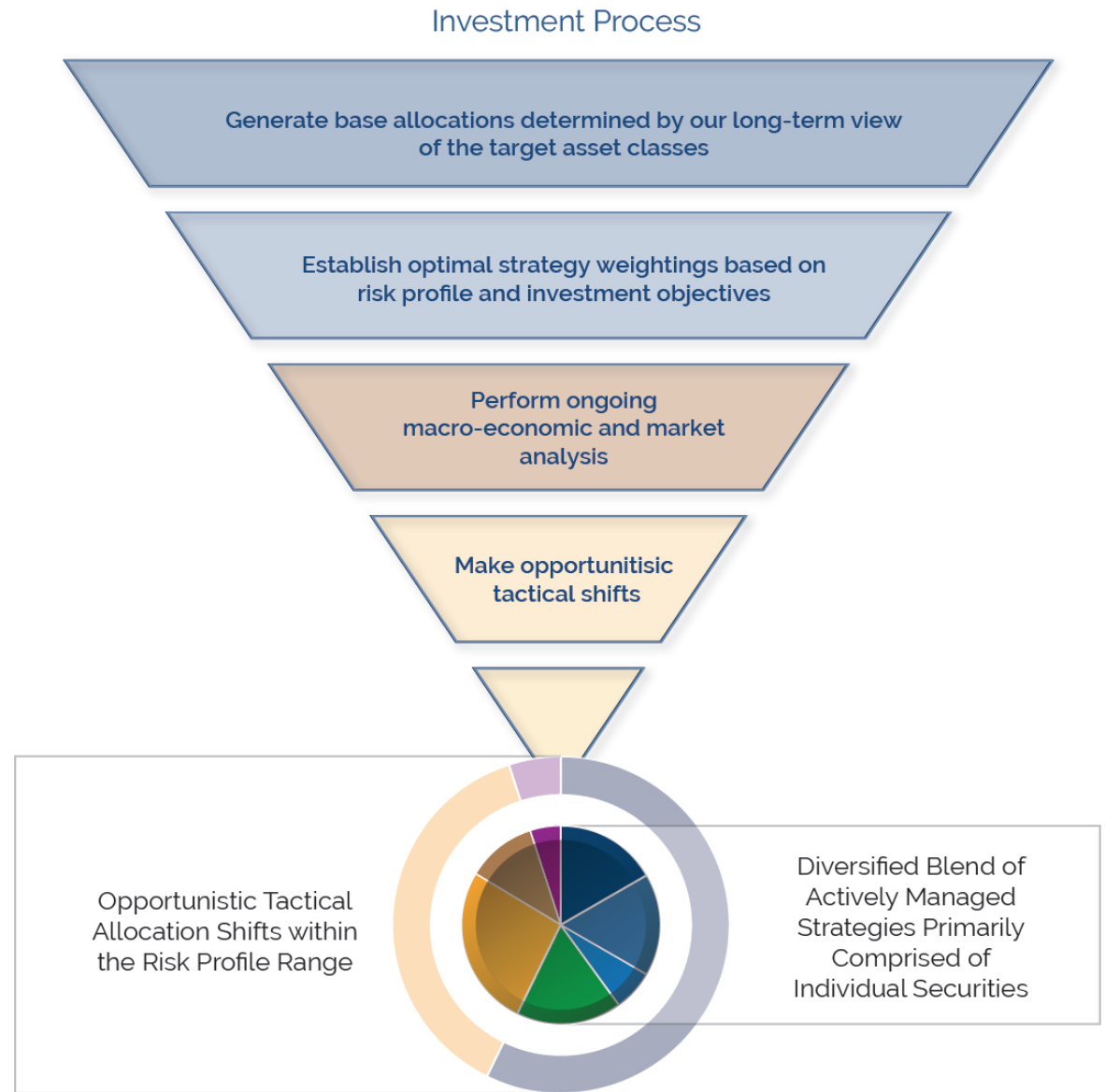
Investors are most likely to invest at market peaks and "cash out" at low points, locking in losses. With the help of Sample Advisor, your financial advisor, and Clark Capital as your asset manager, you may be less likely to experience the pitfalls of unguided investors and more likely to stay committed to achieving your financial goals.

These visuals are shown for illustrative purposes only and do not guarantee success or a certain level of performance.



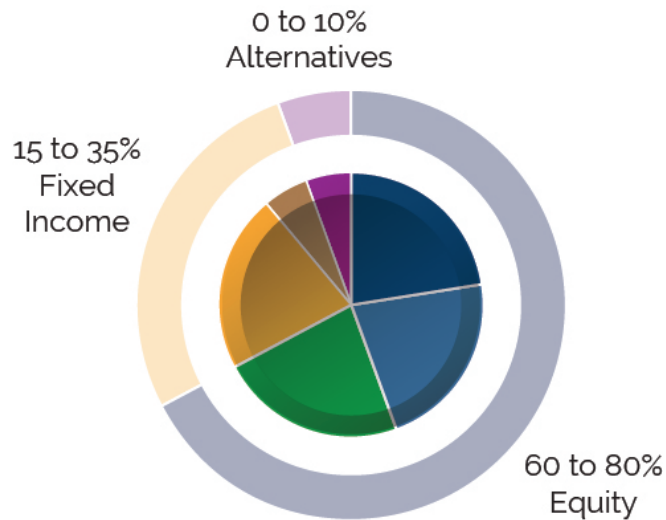
# Investment Process

Navigator<sup>®</sup> 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.



# Strategy Overview

Navigator Total Wealth Plus Strategies | Moderate Growth Tax Aware



**Current Equity Allocation: 70%**

**Current Fixed Income Allocation: 25%**

**Current Alternative Allocation: 5%**

Navigator Total Wealth Strategies | Moderate Growth Tax Aware is designed to help you enhance and preserve your wealth. The strategy utilizes a tactical approach, making adjustments to identify what we believe are the best investment opportunities in today's markets. This allocation is aligned to your risk comfort zone to help you stay on track to achieve your unique goals and objectives.

### Access to Institutional Quality Investments

Navigator® Total Wealth Strategies offers access to institutional quality investments that are actively managed and individual securities are used whenever possible to help keep costs low.

### Fully Diversified Allocations

Our disciplined top-down and bottom-up investment approach seeks superior returns across a diversified blend of equities, fixed income and alternatives in a single portfolio.




### Designed to Your Risk Comfort Zone

Navigator® Total Wealth Strategies are designed to help you stay on track to achieve your unique goals and objectives.



# Strategy Composition (Current Allocation as of 12/31/2021)

## Navigator Total Wealth Strategies | Moderate Growth Tax Aware

Equity		70.00%
 <b>Navigator International Equity/ADR</b>	<i>Securities Used: Individual Stocks (ADR)</i>	<b>18.90%</b>
<i>This strategy invests in a broad range of international equities and seeks capital appreciation by focusing on high quality, undervalued companies with improving business prospects.</i>		
 <b>Navigator All Cap Core U.S. Equity</b>	<i>Securities Used: Individual Stocks</i>	<b>16.80%</b>
<i>This 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.</i>		
 <b>Navigator High Dividend Equity</b>	<i>Securities Used: Individual Stocks</i>	<b>16.80%</b>
<i>This strategy seeks to provide favorable risk-adjusted returns through a carefully constructed portfolio of high-quality domestic and international equities, REITs, and preferred stocks.</i>		
 <b>Navigator U.S. Equity Strategic Beta</b>	<i>Securities Used: ETFs</i>	<b>10.50%</b>
<i>This strategy seeks to serve as the U.S. equity anchor or core of a diversified portfolio, and seeks a wide diversity reflective of all market capitalizations and styles of the domestic equity market.</i>		
 <b>Navigator Global Tactical</b>	<i>Securities Used: ETFs</i>	<b>7.00%</b>
<i>This strategy seeks capital appreciation through a tactical unconstrained investment approach focusing on a broad range of equity and fixed income opportunities.</i>		
<b>Fixed Income</b>		<b>25.00%</b>
 <b>Navigator Tax Free Fixed Income</b>	<i>Securities Used: Individual Bonds</i>	<b>20.00%</b>
<i>This 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.</i>		
 <b>Navigator Fixed Income Total Return</b>	<i>Securities Used: ETFs and Mutual Funds</i>	<b>5.00%</b>
<i>This strategy provides tactical exposure to the fixed income markets and seeks to deliver total return with a secondary goal of income.</i>		



# Strategy Composition (Current Allocation as of 12/31/2021)

Navigator Total Wealth Strategies | Moderate Growth Tax Aware

Alternative	5.00%
<p data-bbox="285 337 617 367"><b>Navigator Alternative</b></p> <p data-bbox="285 380 1787 435"><i>This strategy seeks to provide meaningful diversification by investing in alternative asset classes. Alternative asset classes may help to reduce volatility when added to a portfolio of traditional asset classes.</i></p>	<p data-bbox="1377 337 1843 367"><i>Securities Used: ETFs and Mutual Funds</i></p> <p data-bbox="1906 337 1980 367"><b>5.00%</b></p>



## Family Trust

**Current Yield (Gross) = 2.25%**

100.00% of Household Portfolio

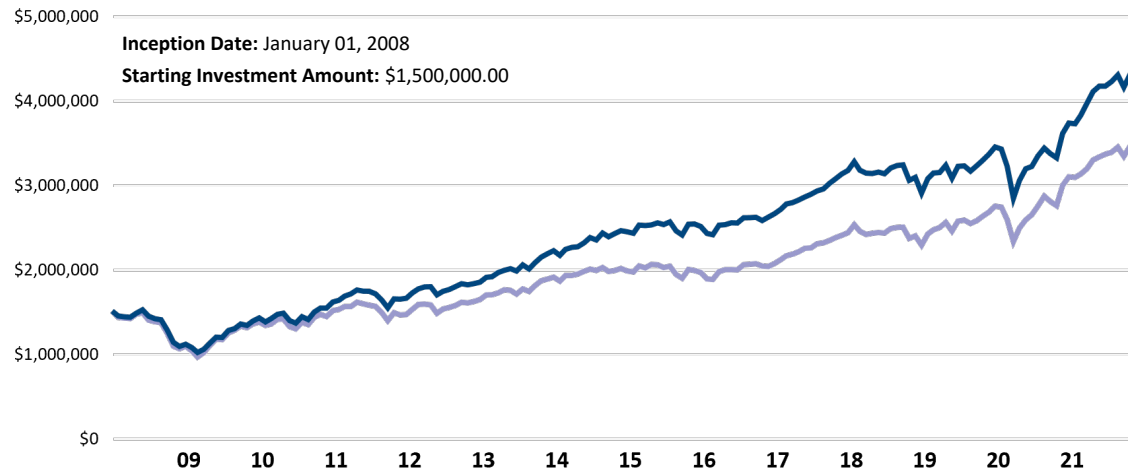
**Segment Composition:**  
Navigator Total Wealth Plus Strategies  
| Moderate Growth Tax Aware

**Investment Amount**  
\$1,500,000.00

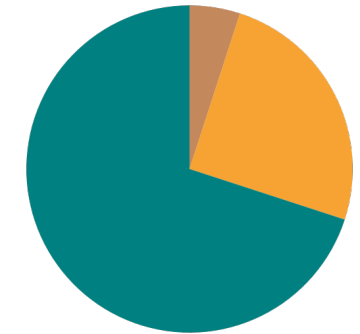
**Registration Name**  
Family Trust

**Account Type**  
Custodian

### Model Performance (Gross of Fees) As of 12/31/2021



	Ending Amounts
Portfolio (Gross of Fees)	\$4,382,885.09
Benchmark (Gross of Fees)	\$3,493,350.25



Global Equity	70.00%
Fixed Income	25.00%
Alternative	5.00%

### Calendar Year Performance

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Portfolio (Gross of Fees)	17.64	8.22	18.84	-8.47	19.33	5.99	2.60	10.10	20.21	11.52	2.79	13.22	28.16	-26.15
Benchmark (Gross of Fees)	13.08	12.67	20.25	-6.08	17.72	5.39	-0.93	3.87	16.21	12.18	-3.06	9.89	26.46	-27.80

The Benchmark for Family Trust is 70% MSCI ACWI - 30% BBgBarc Municipal 5 Year. For a description of the benchmark, see the disclosure at the end.

### Rolling Performance

	YTD	1 Year	3 Year	5 Year	7 Year	10 Year	Since Inception	Beta	Std Dev	Alpha
Portfolio (Gross of Fees)	17.64	17.64	14.80	10.57	8.74	10.25	7.96	0.95	11.24	1.90
Benchmark (Gross of Fees)	13.08	13.08	15.28	11.12	8.49	9.12	6.22	1.00	11.52	0.00

Performance presented herein is model performance. Model performance is hypothetical and is prepared with the benefit of hindsight. The model performance presented above represents a blend of actual historical performance of two or more Clark Capital strategies. It is being presented for informational purposes only. Performance shown in this proposal is past performance, which is not indicative of future results. Performance, risk measures and other data presented herein are gross (before the deduction) of investment advisory fees and include the reinvestment of all income. Returns will be reduced by investment advisory fees and other account expenses. As illustrated in the Important Disclosures section at the end of this proposal, the inclusion of such fees would materially reduce performance, particularly when compounded over a period of years. Please see the Important Disclosures section at the end of this proposal for additional information about fees and the limitations of model performance.



# A Collaborative Partnership

A Shared Commitment to Ensuring You Achieve Your Desired Outcomes



Sample Advisor  
**ABC Investments**

## Valued Client

As an investor, you can obtain the best level of service by providing thorough and current information to your financial advisor about your financial status, investment goals and risk tolerance.

- Provide your advisor with all relevant information about your finances
- Define your financial goals, objectives, and risk comfort level
- Communicate any investment constraints or changes to your goals or circumstances

As your investment manager, our goal is to ensure that you achieve your goals. We support your financial advisor by prudently watching over your assets and making adjustments as warranted by the markets.

- Invest your assets in an investment strategy reflective of the investment objectives identified by you and your advisor
- Manage, evaluate, and monitor your investment strategies
- Deliver ongoing account support through a dedicated team of regional and home office professionals

Sample Advisor of **ABC Investments** will help you develop a comprehensive financial plan by providing research, advice, and guidance regarding planning and portfolio management. They will provide you with a process for building, managing and protecting your assets.

- Analyze and evaluate your financial status to recommend and implement your wealth management strategy
- Meet with you periodically to review the suitability of your investments and performance relative to your goals and objectives
- Educate and guide you if changes to the investment strategy need to be made as a result of changes to your financial circumstances



# Important Disclosures

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**THIS DISCLOSURE CONTAINS IMPORTANT INFORMATION AND SHOULD BE REVIEWED CAREFULLY WHEN CONSIDERING AN INVESTMENT IN THIS STRATEGY.**

This information is provided by Clark Capital Management Group ("Clark Capital") to recipients who are professional financial advisors for their use in a one-on-one presentation with the client identified herein. This information is for one-on-one use only and should not be distributed to any other parties. This document is neither an offer to sell nor a solicitation to buy any security or investment product. It is Clark Capital's preliminary recommendation based on information provided by the financial advisor. It should not be assumed that any of the recommendations discussed will prove to be profitable, or that the investment recommendations or decisions made in the future will be profitable. This analysis could change significantly as more information about the objectives, time horizon and risk tolerance of the financial advisor's client is learned. The actual characteristics with respect to any particular client account will vary based on a number of factors including but not limited to: (i) the size of the account; (ii) investment restrictions applicable to the account; and (iii) market exigencies at the time of investment. Clark Capital reserves the right to modify its current investment strategies and techniques based on changing market dynamics and/or the client's needs.

The opinions expressed herein are those of the Clark Capital Investment Team. The opinions referenced are as of the date of publication and are subject to change due to changes in the market or economic conditions and may not necessarily come to pass. 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 does not guarantee future results. All investing involves risk, including a loss of principal.

There is no assurance that any securities, sectors or industries discussed herein will be included in or excluded from an account's portfolio at the time you receive this report or that securities sold have not been repurchased. It should not be assumed that any of the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein.

Clark Capital 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. Clark Capital is not affiliated with any brokerage firm, financial advisor or any other third party entity mentioned in this material.

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 (or the negative thereof). No assurance, representation, or warranty is made by any person that any of Clark Capital'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.

## PERFORMANCE INFORMATION

### Gross Performance

The performance information presented herein does not reflect the deduction of fees and expenses, including fees payable to Clark Capital, the program or platform sponsor, your financial advisor, and other expenses that an investor may incur. When these fees are deducted quarterly, the fees will have a compounding effect on performance that can be material. For example, on an account with an initial value of \$100,000 and a 2% annual fee, if the gross performance is 10% per year over a three-year period, the compounding effect



## Important Disclosures

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of the fees will result in a net compound rate of return of approximately 7.81% per year over a three-year period, and the total value of the client's portfolio at the end of the three-year period would be approximately \$133,100 without the fee and \$125,307 with the fee. For a schedule of all fee and expenses associated with the services that will be provided for the proposal account, please contact your financial advisor and/or the program sponsor. More information about Clark Capital's advisory services and its management fee can be found in its Form ADV which is available upon request.

### Model Performance

This presentation contains performance results that are designated as "model performance." Model performance results represent a blend of actual historical performance of two or more Clark Capital strategies. Model performance is hypothetical in nature and is provided for informational and illustrative purposes to indicate historical performance had the model portfolio been available over a relevant period. Model performance results have certain inherent limitations and are prepared with the benefit of hindsight. No representation is being made that any model or model mix will achieve results similar to that shown and there is no assurance that a model that produces attractive results on a historical basis will work effectively on a prospective basis. Model performance is not indicative of future results. Additionally, any model portfolio results portrayed in this presentation:

- Do not reflect the impact that material economic and market factors might have had on Clark's actual decision making;
- Include the reinvestment of income;
- Do not reflect taxes; and
- May have materially different portfolio characteristics than the index, described below, including, but not limited to, holdings, turnover, and volatility.

All model portfolios presented herein are rebalanced monthly. Inception date is earliest date common to all portfolios in each segment or for the account as a whole. Returns greater than one year are annualized. Clients should not rely solely on the performance presented herein or any other performance illustrations when making investment decisions. Actual performance may differ from model results.

Client account values will fluctuate and may be worth more or less than the amount invested. Clients should not rely solely on any performance presented herein or any other performance illustrations when making investment decisions. The actual returns experienced by individual clients will differ due to many factors including, but not limited to, their individual investments and fees, individual client restrictions, and the timing of investments and cash flows. It should not be assumed that any of the investment decisions made in the future will be profitable.

### BENCHMARK DESCRIPTIONS

**Navigator Total Wealth Plus Strategies | Moderate Growth Tax Aware:** The benchmark consists of 70% MSCI All Country World Index (MSCI ACWI) and 30% BBgBarc 5-Year Municipal Bond Index rebalanced annually. The MSCI ACWI is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets. The BBgBarc 5-Year Municipal Bond Index is the 5-Year (4-6) component of the Municipal Bond Index. It is a rules-based, market-value-weighted index engineered for the tax-exempt bond market. The index tracks general obligation bonds, revenue bonds, insured bonds, and pre-refunded bonds rated Baa3/BBB- or higher by at least two of the ratings agencies. Index returns reflect the reinvestment of income and other earnings, are provided to represent the investment environment shown, and are not covered by the report of independent verifiers.

### ADDITIONAL DISCLOSURES

#### Tax Loss Harvesting

## Important Disclosures

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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 utilization of losses harvested through tax loss harvesting will depend upon the recognition of capital gains in the same or a future tax period, and in addition may be subject to limitations under applicable tax laws. Losses harvested through the strategy that are not utilized in the tax period when recognized (e.g., because of insufficient capital gains and/or significant capital loss carry forwards), generally may be carried forward to offset future capital gains, if any.

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 the investor's (and their spouse's) accounts outside of Clark Capital, type of investment accounts held, and applicable investment holding period.

Investors should confer with their personal tax advisor regarding the tax consequences of investing with Clark Capital. Investors and their personal tax advisors are responsible for how transactions conducted in an account are reported to the IRS, or any other taxing authority, on their personal tax return. Clark Capital assumes no responsibility for the tax consequences to any client.

### GLOSSARY OF TERMS

**Standard Deviation:** A statistical measure of dispersion about an average which depicts how widely the returns varied over a certain period of time.

**Beta:** A measure of systematic risk with respect to a benchmark. Systematic risk is the tendency of the value of the composite and the value of the benchmark to move together. Beta measures the sensitivity of the composite's excess return (total return minus the risk-free return) with respect to the benchmark's excess return that results from their systematic co-movement. It is the ratio of what the excess return of the composite would be to the excess return of the benchmark if there were no composite-specific sources of return. If beta is greater than one, movements in value of the composite that are associated with movements in the value of the benchmark tend to be amplified. If beta is one, they tend to be the same, and if beta is less than one, they tend to be dampened. If such movements tend to be in opposite directions, beta is negative. Beta is measured as the slope of the regression of the excess return on the composite as the dependent variable and the excess return on the benchmark as the independent variable.

The beta of the market is 1.00 by definition. Morningstar calculates beta by comparing a portfolio's excess return over T-bills to the benchmark's excess return over T-bills, so a beta of 1.10 shows that the portfolio has performed 10% better than its benchmark in up markets and 10% worse in down markets, assuming all other factors remain constant. Conversely, a beta of 0.85 indicates that the portfolio's excess return is expected to perform 15% worse than the benchmark's excess return during up markets and 15% better during down markets.

**Current Yield:** A Measure of an investment's annual income (interest or dividends) divided by the current price of the security. This measure looks at the current price instead of its face value.

