

# FocusPLUS Equity Portfolio Series



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GROUP

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# Focus PLUS 10



## Investment Approach

The FocusPLUS 10 portfolio is comprised of stocks considered to have superior risk-adjusted capital appreciation potential. We use a concept that defines an investment's return by measuring how much risk is involved in producing that return. FocusPLUS 10 is a dynamic model, deploying a strategy that involves rebalancing a portfolio to bring the asset mix back to its long-term target.

## Portfolio Structure

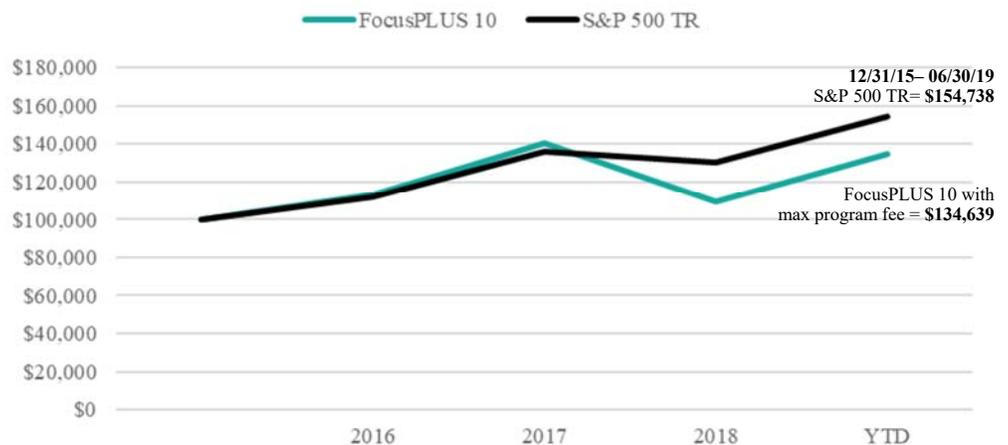
The FocusPLUS 10 model portfolio is comprised of stocks considered to be well poised for risk-adjusted capital appreciation over the coming 12 months. Stocks must have a 5-STARs ranking to enter the model, but can remain in the model portfolio if the ranking drops to 4-STARs. If a stock's ranking falls below 4-STARs, it will be removed. Any stock in the model portfolio may be replaced with a 5-STARs stock at any time. The minimum investment is \$25,000.

**Investment Objective:** To achieve long-term growth of capital.

STARS (Stock Appreciation Ranking System)	
★★★★★★ Strong Buy	Total return is expected to outperform the total return of a relevant benchmark*, by a wide margin over the coming 12 months, with shares rising in price on an absolute basis.
★★★★★ Buy	Total return is expected to outperform the total return of a relevant benchmark*, over the coming 12 months, with shares rising in price on an absolute basis.
★★★ Hold	Total return is expected to closely approximate the total return of a relevant benchmark*, over the coming 12 months, with shares generally rising in price on an absolute basis.
★★ Sell	Total return is expected to underperform the total return of a relevant benchmark*, over the coming 12 months, and the share price not anticipated to show a gain.
★ Strong Sell	Total return is expected to underperform the total return of a relevant benchmark* over the coming 12 months, with shares falling in price on an absolute basis.

\* Relevant benchmarks: North America- S&P 500 Index, Europe- S&P 350 Index, Asia- S&P 50 Index

## Hypothetical Growth of \$100,000 Investment



Year	2016	2017	2018	YTD
FocusPLUS 10 (%)	13.75	24.89	-21.46	23.55
FocusPLUS 10 with max program fee (%)	13.05	24.19	-22.16	23.20
S&P 500 Total Return (%)	11.96	21.83	-4.38	18.64

In calculating model portfolio performance dividends are assumed to be reinvested in the model portfolio at equal weight, and do not take into account capital gains taxes or brokerage commissions and fees. Model portfolio composite includes daily rebalancing, and returns do not include payment of any sales charges or fees an investor would pay to purchase the securities they represent. The figures presented above refer to the past. Past performance of the model portfolio is not a reliable indicator of future results. This performance calculation also does not take into account timing differences between the model portfolio selections and purchases made based on those selections by actual investors. Inception of this strategy was 12/31/01, performance data from inception available upon request. Hypothetical growth of \$100,000 investment is based off of 70 bps max program fee annual returns.

## Statistics and Holdings as of 07/01/2019

Logo	Symbol	Company	STARS	Entry Date
 ARCONIC	ARNC	Arconic Inc.	★★★★★★	08/20/2018
 CVS Health.	CVS	CVS Health Corporation	★★★★★★	02/05/2019
 DISNEY	DIS	Walt Disney Company	★★★★★★	07/26/2018
 eog resources	EOG	EOG Resources, Inc.	★★★★★★	05/13/2019
 FirstEnergy®	FE	FirstEnergy Corp.	★★★★★★	12/21/2018
 fiserv.	FISV	Fiserv Inc.	★★★★★★	02/05/2019
 FMC	FMC	FMC Corporation	★★★★★★	11/20/2017
 SYNOPSYS®	SNPS	Synopsis Inc.	★★★★★★	12/19/2018
 T-Mobile	TMUS	T-Mobile US	★★★★★★	05/17/2019
 Walmart	WMT	Walmart	★★★★★★	05/22/2019

Source: CFRA, powered by data from S&amp;P Global.

## LEADERS

Name	YTD Gain/Loss
ARNC (Arconic Inc.)	53.80%
SNPS (Synopsis, Inc.)	52.77%
FMC (FMC Corporation)	30.60%
DIS (Disney)	27.35%
FE (FirstEnergy Corp.)	16.17%

## LAGGARDS

Name	YTD Gain/Loss
CVS (CVS Health Corp.)	-16.23%
TMUS (T-Mobile US)	-1.63%
EOG (EOG Resources)	-0.36%
FISV (Fiserv Inc.)	7.11%
WMT (Walmart Inc.)	8.08%

Data exported from S&P Capital IQ FocusPLUS 10 Composite. Current portfolio members only. Performance (Total Return) is based on the year to date through 06/30/2019, or, if the security was added after the start of the year, for the time it has been a portfolio member.

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# Focus PLUS Cap App



**Investment Objective:** Seeks an allocation to individual stocks with an above-average 10-year history of dividends, earnings, growth, and stability.

## Investment Approach

The FocusPLUS High-Quality Capital Appreciation (Cap App) utilizes S&P Global Market Intelligence Quality Ranking, which measures 10-year history of earnings and dividend growth and stability. Historically, stocks with the best Quality Rankings posted higher profit margins, higher return on capital, and stronger cash flows than lower quality stocks. Higher-quality stocks also incurred less volatility.

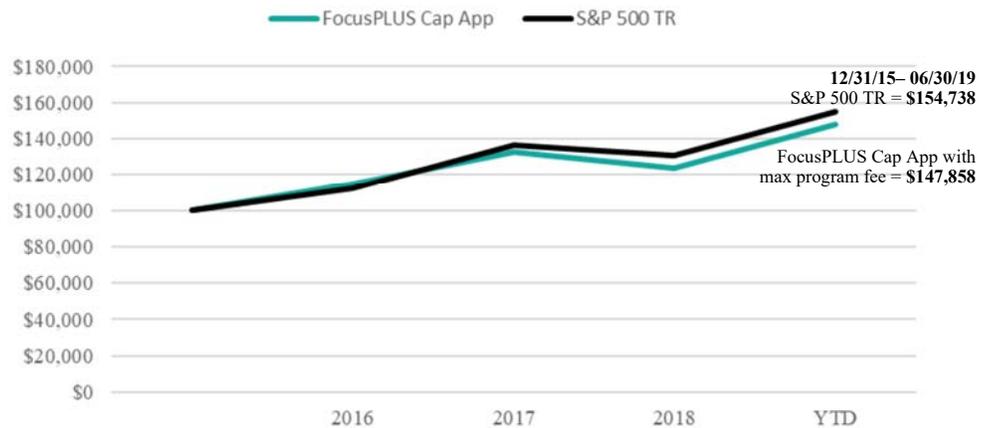
Quality Ranking	
Highest	A+
High	A
Above Average	A-
Average	B+
Below Average	B
Low	B-
Lowest	C
In Reorganization	D
Not Ranked/Liquidation	NR/LIQ

STARS (Stock Appreciation Ranking System)
★★★★★ Strong Buy
★★★★ Buy
★★★ Hold
★★ Sell
★ Strong Sell

## Portfolio Structure

Stocks must have a Quality Ranking of A- or better to enter the FocusPLUS Cap App model. Stocks must also have a 4 or 5 STARS ranking to enter the model portfolio. Novem Group may replace any stock in the model portfolio at any time, for reason that can include a downgrade in the STARS or Quality Ranking of the constituents or other fundamental factors. The minimum investment is \$25,000.

## Hypothetical Growth of \$100,000 Investment



Year	2016	2017	2018	YTD
FocusPLUS Cap App (%)	15.53	16.02	-5.66	19.59%
FocusPLUS Cap App with max program fee (%)	14.83	15.32	-6.36	19.24%
S&P 500 TR (%)	11.96	21.83	-4.38	18.64%

In calculating model portfolio performance dividends are assumed to be reinvested in the model portfolio at equal weight, and do not take into account capital gains taxes or brokerage commissions and fees. Model portfolio composite includes daily rebalancing, and returns do not include payment of any sales charges or fees an investor would pay to purchase the securities they represent. The figures presented above refer to the past. Past performance of the model portfolio is not a reliable indicator of future results. This performance calculation also does not take into account timing differences between the model portfolio selections and purchases made based on those selections by actual investors. Inception of this strategy was 5/23/03, performance data from inception available upon request. Hypothetical growth of \$100,000 investment is based off of 70 bps max program fee annual returns.

## Statistics and Holdings as of 07/01/2019

Logo	Symbol	Company	STARS	Quality Rank	Entry Date
	BK	The Bank of NY Mellon Corp.	4	A	02/20/2018
	CMCS.A	Comcast Corporation	5	A-	05/13/2019
	CNI	Canadian Natl Railway	4	A+	2/24/2014
	CVS	CVS Health Corporation	5	A+	03/18/2019
	DG	Dollar General Corp.	4	A	12/03/2018
	DIS	Walt Disney Co.	5	A+	11/14/2011
	GNTX	Gentex Corporation	5	A+	10/29/2018
	IBM	International Business Machines	4	A-	01/16/2018
	MCD	McDonald's Corporation	4	A	06/10/2019
	NEE	NextEra Energy, Inc.	4	A	05/13/2019
	PG	The Procter & Gamble Co.	4	A	05/13/2019
	TMO	Thermo Fisher Scientific Inc.	4	A-	03/19/2018
	UNH	UnitedHealth Group Inc.	4	A+	12/19/2018
	UTX	United Technologies Corp.	4	A	10/10/2016
	V	Visa Inc.	4	A-	01/14/2019

Source: CFRA, powered by data from S&P Global.

## LEADERS

Name	YTD Gain/Loss
TMO (Thermo Fisher Scientific)	31.41%
DIS (Disney)	27.35%
V (Visa Inc.)	27.00%
CNI (Canadian National Railway)	25.92%
DG (Dollar General Corporation)	25.70%

## LAGGARDS

Name	YTD Gain/Loss
BK (Bank of NY Mellon)	-5.17%
CVS (CVS Health Corporation)	-2.93%
UNH (UnitedHealth Group)	-1.25%
CMCS.A (Comcast Corporation)	0.00%
MCD (McDonald's Corporation)	3.16%

Data exported from S&P Capital IQ FocusPLUS Cap App Composite. Current portfolio members only. Performance (Total Return) is based on the year to date through 06/30/2019, or, if the security was added after the start of the year, for the time it has been a portfolio member.

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# Focus PLUS Dividend Select



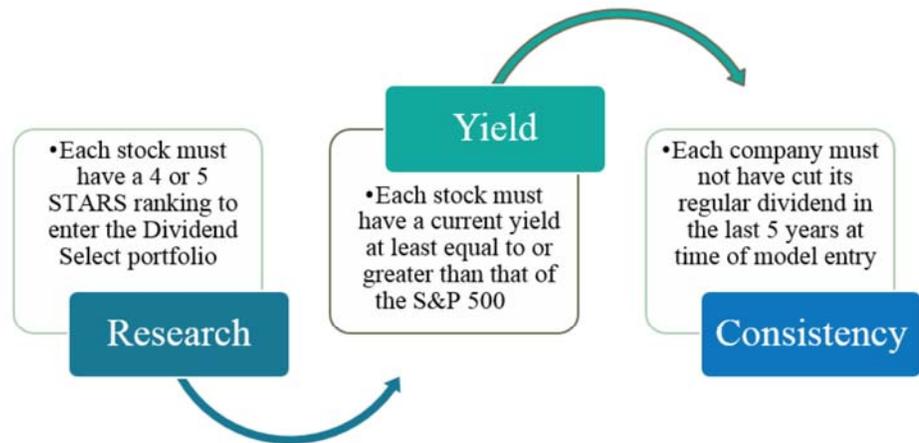
**Investment Objective:** Seeks high-quality stocks that offer an attractive dividend yield.

### Investment Approach

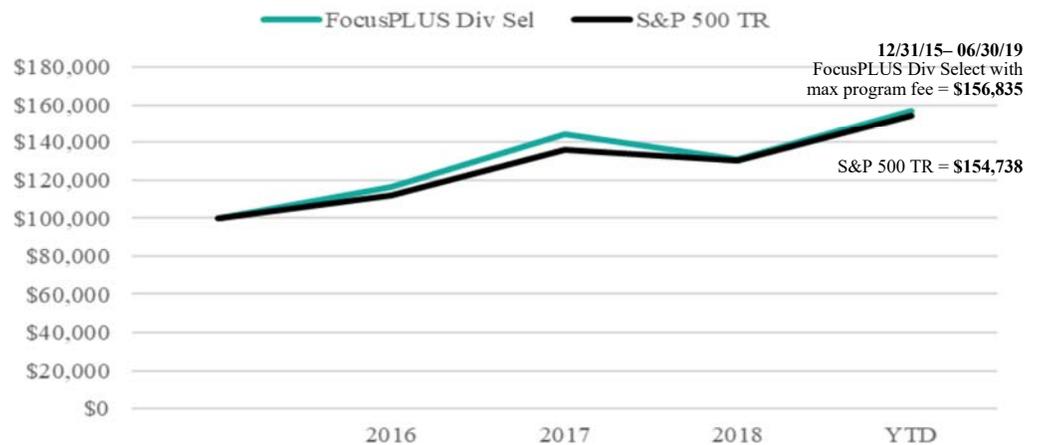
The FocusPLUS Dividend Select model portfolio is designed for long-term total return. The goal is to provide investors with the opportunity to invest in high-quality stocks that offer an attractive dividend yield and capital appreciation. The core values of the FocusPLUS Dividend Select model holdings are: Stocks expected to outperform the relevant benchmark over the coming 12 months based on research, stocks that offer an attractive dividend yield, and selecting companies that have proven dividend consistency.

### Portfolio Structure

Stocks must meet all screening criteria in order to enter the FocusPLUS Dividend Select model portfolio. Novem Group may replace any stock in the model portfolio with another stock at any time for reasons that can include a downgrade in the STARS, a dividend reduction, or other fundamental factors. Performance is measured against the S&P 500, including dividends. The minimum investment is \$25,000.



### Hypothetical Growth of \$100,000 Investment



Year	2016	2017	2018	YTD
FocusPLUS Div Sel (%)	16.81	25.25	-8.91	20.33
FocusPLUS Div Sel with max program fee (%)	16.11	24.55	-9.61	19.98
S&P 500 Total Return (%)	11.96	21.83	-4.38	18.64

In calculating model portfolio performance dividends are assumed to be reinvested in the model portfolio at equal weight, and do not take into account capital gains taxes or brokerage commissions and fees. Model portfolio composite includes daily rebalancing, and returns do not include payment of any sales charges or fees an investor would pay to purchase the securities they represent. The figures presented above refer to the past. Past performance of the model portfolio is not a reliable indicator of future results. This performance calculation also does not take into account timing differences between the model portfolio selections and purchases made based on those selections by actual investors. Inception of this strategy was 5/23/03, performance data from inception available upon request. Hypothetical growth of \$100,000 investment is based off of 70 bps max program fee annual returns.

## Statistics and Holdings as of 07/01/2019

Logo	Symbol	Company	STARS	Div. Yield	Entry Date
	AAPL	Apple Inc.	4	1.60%	7/25/2016
	ADI	Analog Devices, Inc.	4	1.90%	8/22/2016
	AVGO	Broadcom Inc.	5	3.70%	07/05/2018
	CMI	Cummins Inc.	4	2.70%	4/2/2018
	DD	DuPont de Nemours	4	2.20%	2/12/2018
	FE	FirstEnergy	5	3.60%	04/29/2019
	JPM	JP Morgan	4	2.90%	10/31/2018
	LMT	Lockheed Martin	5	2.40%	04/15/2019
	MDT	Medtronic plc	4	2.20%	09/24/2018
	MET	MetLife, Inc.	5	3.50%	1/9/2017
	MMP	Magellan Midstream Partners	5	6.30%	10/31/2016
	PLD	Prologis, Inc.	5	2.70%	04/29/2019
	T	AT&T Inc.	4	6.10%	7/28/2014
	WMT	Wal-Mart Stores, Inc.	5	1.90%	8/22/2016
	YUM	YUM! Brands, Inc.	4	1.50%	7/25/2016

Source: CFRA, powered by data from S&P Global.

## LEADERS

Name	YTD Gain/Loss
ADI (Analog Devices, Inc.)	32.90%
CMI (Cummins Inc.)	30.08%
AAPL (Apple Inc)	26.50%
MET (MetLife Inc.)	23.22%
YUM (YUM! Brands)	21.45%

## LAGGARDS

Name	YTD Gain/Loss
FirstEnergy	4.44%
PLD (Prologis)	6.98%
MDT (Medtronic plc)	7.65%
AVGO (Broadcom Inc.)	15.34%
MMP (Magellan Midstream)	15.94%

Data exported from S&P Capital IQ FocusPLUS Dividend Select Composite. Current portfolio members only. Performance (Total Return) is based on the year to date through 07/01/2019, or, if the security was added after the start of the year, for the time it has been a portfolio member.

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# Focus PLUS 25



**Investment Objective:** Seeks to outperform the market by buying undervalued issues with the potential to deliver above-market returns.

## Investment Approach

The FocusPLUS 25 is created by combining Fair Value, Quality Ranking, Stock Ranking, and Price target analysis.

The Fair Value Model calculates a stock's weekly Fair Value to be "the price at which it should trade at current market levels," and is based on fundamental data, such as earnings growth potential.

The Quality Rank measures the growth and stability of the company's earnings and dividends over the past 10 fiscal years.

Stock Ranking evaluates stocks considered to be well poised for risk-adjusted appreciation over the coming 12 months.

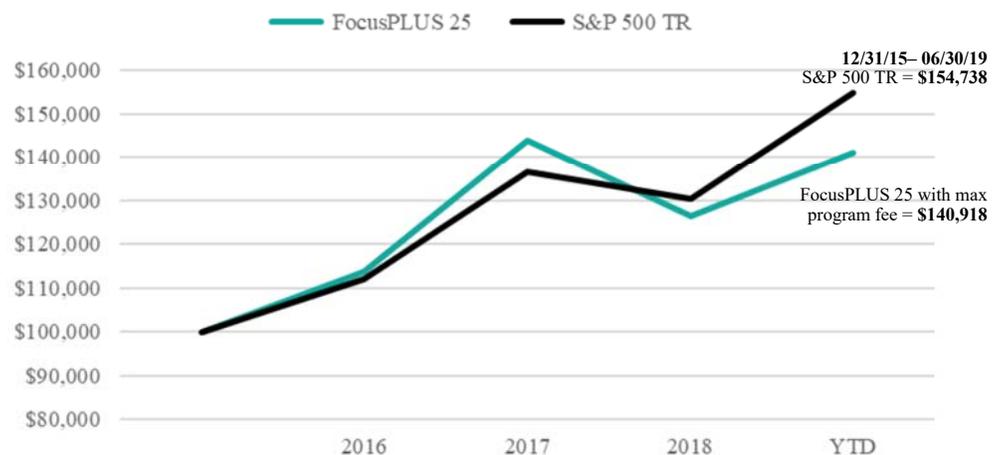
Price Target is a projection of the stock's market price 12 months forward. It is based on a combination of intrinsic, relative and private market valuation metrics.

## Portfolio Structure

Stock data is filtered through a model, which creates a universe of equities. There are generally between 2000-2500 issues in the universe. The minimum investment is \$25,000.



## Hypothetical Growth of \$100,000 Investment



Year	2016	2017	2018	YTD
FocusPLUS 25 (%)	14.52	26.94	-11.44	11.94
FocusPLUS 25 with max program fee (%)	13.82	26.24	-12.14	11.59
S&P 500 Total Return (%)	11.96	21.83	-4.38	18.64

In calculating model portfolio performance dividends are assumed to be reinvested in the model portfolio at equal weight, and do not take into account capital gains taxes or brokerage commissions and fees. Model portfolio composite includes daily rebalancing, and returns do not include payment of any sales charges or fees an investor would pay to purchase the securities they represent. The figures presented above refer to the past. Past performance of the model portfolio is not a reliable indicator of future results. This performance calculation also does not take into account timing differences between the model portfolio selections and purchases made based on those selections by actual investors. Hypothetical growth of \$100,000 investment is based off of 70 bps max program fee annual returns.

Logo	Symbol	Company	Div. Yield	Entry Date
 Advanced Energy	AEIS	Advanced Energy Industries, Inc.	0.00%	5/2/2016
	ARW	Arrow Electronics, Inc.	0.00%	5/30/2017
	BAX	Baxter International Inc.	1.07%	11/21/2016
 CROWN Brand-Building Packaging™	CCK	Crown Holdings Inc.	0.00%	8/15/2016
	CCL	Carnival Corporation	4.30%	1/19/2016
	CE	Celanese Corporation	2.30%	4/28/2014
	CHKP	Check Point Software	0.00%	11/6/2007
	CSCO	Cisco Systems, Inc.	2.56%	11/9/2009
	IMAX	IMAX Corporation	0.00%	11/28/2016
	JNPR	Juniper Networks, Inc.	2.85%	2/13/2017
	KSS	Kohl's Corporation	5.64%	3/20/2017
	LIVN	LivaNova PLC	0.00%	8/22/2016
	MGA	Magna International	2.90%	5/8/2017
 网易 NETEASE www.163.com	NTES	NetEase, Inc.	0.87%	2/1/2016
	NUE	Nucor Corporation	2.90%	4/17/2017
	OC	Owens-Corning Inc.	1.51%	8/31/2015
	OLN	Olin Corporation	3.65%	3/12/2018
	ORI	Old Republic International Corp.	3.60%	4/10/2017
	OSIS	OSI Systems, Inc.	0.00%	11/7/2016
	PRI	Primerica, Inc.	1.10%	11/7/2016
	RLGY	Realtylogics Corporation	5.00%	3/20/2017
	T	AT&T Inc.	6.09%	6/15/2018
	ULTA	ULTA Beauty	0.00%	5/17/2016
	UNH	UnitedHealth Group Inc.	1.77%	10/27/2009
	UNM	Unum Group	3.10%	1/23/2017

\*Dividend yield data exported from CFRA on 07/01/2019

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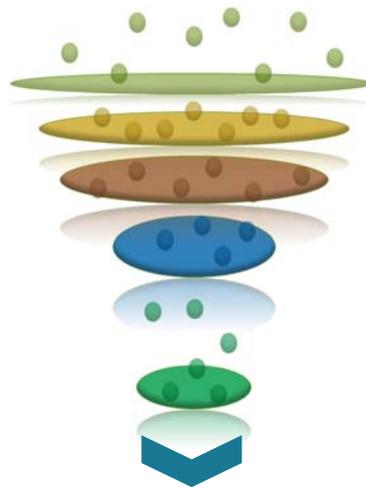
# Focus PLUS Intrinsic Value



## Investment Approach

Warren Buffet uses very sophisticated quantitative screens to determine which companies belong in his portfolio. The FocusPLUS Intrinsic Value uses Warren's five specific investment criteria, and adds one additional screen to eliminate overvalued stocks. The model portfolio is comprised of stocks that we believe the market has undervalued and are available at a sensible price.

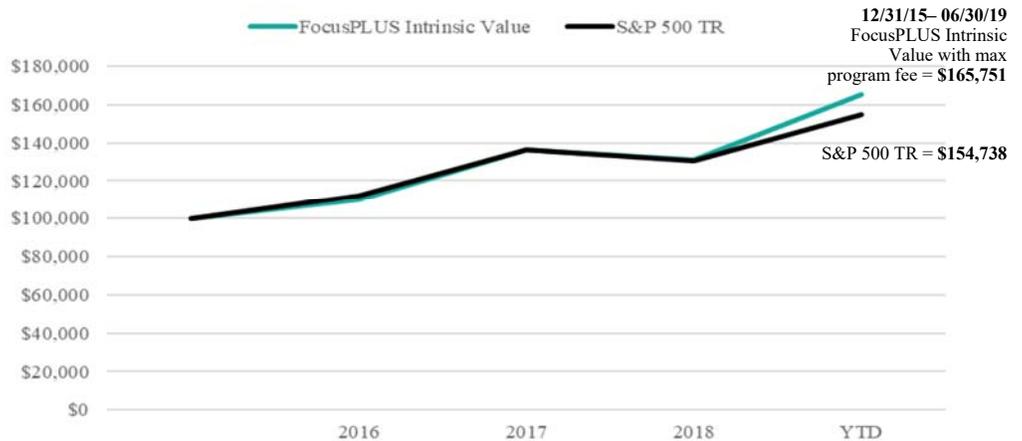
**Investment Objective:** To achieve long term capital growth by seeking undervalued issues trading at a reasonable price.



- I. Free cash flow (net income after taxes, plus depreciation and amortization, less capital expenditures) of at least \$250 million
- II. Net profit margin of 15% or more
- III. Return on equity of at least 15% for each of the past three years and the most recent quarter
- IV. A dollar's worth of retained earnings creating at least a dollar's worth of shareholder value over the past five years
- V. Ample liquidity. Only stocks with the market capitalization of at least \$500 million are included
- VI. Overpriced stocks are identified by comparing our five-year discounted cash flow estimate with the current price

## 40+ stocks chosen for FocusPLUS Intrinsic Value Portfolio

### Hypothetical Growth of \$100,000 Investment



## Portfolio Structure

FocusPLUS Intrinsic Value portfolio is 40+ holdings which are comprised of primarily large cap companies. The model portfolio is updated twice per year (Spring and Fall). It is important to note that these are not stocks Buffet has purchased or announced plans to purchase, they are simply stocks that meet the criteria the Buffet has emphasized in the past. The minimum investment is \$50,000.

Year	2016	2017	2018	YTD
FocusPLUS Intrinsic (%)	10.58	24.91	-3.25	26.79
FocusPLUS Intrinsic with max program fee (%)	9.88	24.21	-3.95	26.44
S&P 500 TR (%)	11.96	21.83	-4.38	18.64

In calculating model portfolio performance dividends are assumed to be reinvested in the model portfolio at equal weight, and do not take into account capital gains taxes or brokerage commissions and fees. Model portfolio composite includes daily rebalancing, and returns do not include payment of any sales charges or fees an investor would pay to purchase the securities they represent. The figures presented above refer to the past. Past performance of the model portfolio is not a reliable indicator of future results. This performance calculation also does not take into account timing differences between the model portfolio selections and purchases made based on those selections by actual investors. Inception of this strategy was 2/13/95, performance data from inception available upon request. Hypothetical growth of \$100,000 investment is based off of 70 bps max program fee annual returns.

## Holdings as of 07/01/2019

Symbol	Company	Div. Yield	Entry Date
AAPL	Apple Inc.	1.56%	3/14/11
ADBE	Adobe Systems Incorporated	0.00%	3/6/18
ALLE	Allegion plc	0.98%	3/07/19
AMAT	Applied Materials Inc.	1.87%	9/12/18
AME	AMETEK, Inc.	0.62%	3/6/18
APAM	Artisan Partners Asset Management	11.74%	3/07/19
BAP	Credicorp Ltd.	2.66%	03/07/19
BF.B	Brown-Forman Corporation	1.20%	3/6/12
BOH	Bank of Hawaii Corporation	3.14%	3/07/19
CACC	Credit Acceptance Corporation	0.00%	3/5/14
CHKP	Check Point Software Tech. Ltd	0.00%	3/2/17
CNI	Canadian Natl Railway Co.	1.77%	3/14/11
CP	Canadian Pacific Railway Ltd	1.08%	3/2/17
CPRT	Copart, Inc.	0.00%	3/6/18
CSX	CSX Corporation	1.24%	3/07/19
EA	Electronic Arts Inc.	0.00%	3/07/19
EOG	EOG Resources	0.94%	3/07/19
FAST	Fastenal Company	2.64%	3/07/19
FB	Facebook, Inc.	0.00%	3/6/18
FDS	FactSet Research Systems Inc	1.00%	3/2/17
FFIV	F5 Networks, Inc.	0.00%	3/6/18
FISV	Fiserv, Inc.	0.00%	9/7/17
FLT	FleetCor Technologies, Inc.	0.00%	3/6/18
FOXA	Twenty-First Century Fox	1.26%	3/07/19
GGG	Graco Inc.	1.28%	3/07/19
GNTX	Gentex Corporation	1.87%	9/8/16
GRMN	Garmin Ltd.	2.86%	9/12/18
IEX	IDEX Corporation	1.16%	9/12/18
ILMN	Illumina, Inc.	0.00%	9/12/18
INFY	Infosys Limited	2.92%	9/7/17
INTU	Intuit Inc.	0.72%	3/07/19
ITW	Illinois Tool Works Inc.	2.65%	3/07/19
JKHY	Jack Henry & Associates, Inc.	1.19%	3/3/15
KLAC	KLA-Tencor Corporation	2.54%	9/12/18

Symbol	Company	Div. Yield	Entry Date
LRCX	Lam Research Corporation	2.34%	9/12/18
MA	Mastercard Incorporated	0.50%	3/6/12
MAR	Marriott International, Inc.	1.37%	3/6/18
MKC	McCormick & Company, Inc.	1.47%	9/12/18
MKSI	MKS Instruments Inc.	1.03%	3/07/19
MMM	3M Company	3.32%	3/07/19
MNST	Monster Beverage Corporation	0.00%	3/6/18
MO	Altria Group, Inc.	6.76%	9/10/13
MSCI	MSCI Inc.	0.97%	9/12/18
MSFT	Microsoft Corporation	1.37%	9/12/18
MTD	Mettler-Toledo International	0.00%	3/07/19
MXIM	Maxim Integrated Products, Inc.	3.08%	9/12/18
NSC	Norfolk Southern Corporation	1.73%	3/07/19
NVDA	NVIDIA Corporation	0.39%	9/12/18
PAYX	Paychex, Inc.	2.72%	3/13/13
PG	Proctor & Gamble Company	2.72%	3/07/19
RMD	Resmed Inc.	1.21%	3/07/19
SAP	SAP SE	1.25%	3/07/19
SEIC	SEI Investments Co.	1.18%	9/7/17
SNA	Snap-On Inc.	2.29%	3/07/19
SPGI	S&P Global Inc.	1.00%	3/6/18
SQM	Sociedad Quimca y Minera de Chile	5.37%	3/07/19
SWKS	Skyworks Solutions, Inc.	1.97%	9/12/18
TROW	T. Rowe Price Group, Inc.	2.77%	9/12/18
TXN	Texas Instruments Incorporated	2.68%	9/12/18
UBNT	Ubiquiti Networks, Inc.	0.76%	9/12/18
UL	Unilever plc	2.76%	3/07/19
UN	Uniliver N.V.	0.00%	3/07/19
UNP	Union Pacific Corporation	2.08%	3/13/13
V	Visa Inc.	0.58%	3/8/16
VEEV	Veeva Systems Inc.	0.00%	3/07/19
VRSK	Verisk Analytics, Inc.	0.68%	3/3/15
XLNX	Xilinx, Inc.	1.25%	9/12/18
ZTS	Zoetis Inc.	0.58%	3/07/19

\*Dividend yield data exported from S&P Capital IQ on 07/01/2019.

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# Focus PLUS Fixed

**Investment Objective:** To complement a FocusPLUS portfolio to achieve the desired asset allocation that reflects the appropriate risk tolerance.



## Investment Approach

The FocusPLUS Fixed seeks to identify opportunities across the fixed income spectrum and allocate to the leading sector (s). It strives to maximize total return while minimizing overall risk. By blending FocusPLUS Fixed with FocusPLUS equity model you can achieve the desired asset allocation that reflects the appropriate risk tolerance.



### Reduce Interest Rate Sensitivity:

Deliver exposure to income generating vehicles that have less interest rate sensitivity.



### Maximize Potential Income with Risk Control:

Provide investors with potential for higher returns with the option to shift to safe fixed income sectors.



### Utilize a Flexible Bond Approach:

Identify and participate in positive market trends and move away from underperforming trends.

## Portfolio Structure

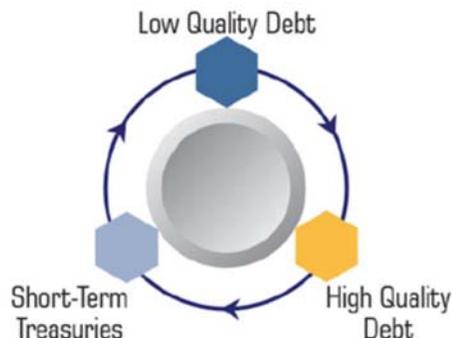
The FocusPLUS Fixed is a fixed income portfolio, which is actively managed for both total return and income. The minimum stand alone investment is \$25,000. FocusPLUS Fixed is typically blended with FocusPLUS equity model, in which case the minimum investment of the equity model would apply for total portfolio.

### Current Holdings

<b>iShares Barclays Aggregate Bond Fund</b> AGG 		<b>Alliance Bernstein High Income Fund</b> AGDYX  ALLIANCEBERNSTEIN
<b>PIMCO Income Fund</b> PIMIX 	<b>iShares Barclays 1-3 Year Treasury Bond Fund</b> SHY 	<b>Cash</b> 

**Credit Quality Breakdown**

Credit Quality	% of Bonds
AAA	69.36
AA	1.32
A	5.40
BBB	10.40
BB	5.72
B	5.14
Below B	0.95
NR	1.71



**Flexible Bond Approach**

An important characteristic of the strategy is its ability to shift out of lower quality areas when needed and invest in high quality debt or cash. It uses asset allocation that seeks to rotate among low quality debt, high quality debt, and short term treasuries.

**Portfolio Statistics (as of 07/01/2019)**

Average Effective Duration	3.50
Dividend Yield	3.57%
Account Minimum	\$25,000

**Fixed Income Style Box %**

	27	39	0	High
Quality	0	0	0	Medium
	16	0	0	Low
	Limited	Moderate	Extended	
	Duration			

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# Focus PLUS Fixed with Bond Ladder

**Investment Objective:** To complement a FocusPLUS equity portfolio to achieve a desired asset allocation that reflects the appropriate risk tolerance.



## Investment Approach

The FocusPLUS Fixed seeks to identify opportunities across the fixed income spectrum and allocate to the leading sector(s). It strives to maximize total return while attempting to minimize overall risk. The FocusPLUS Fixed may be blended with a FocusPLUS equity model based on the client's risk tolerance and investment objectives.



### Reduce Interest Rate Sensitivity:

Deliver exposure to income generating vehicles that have less interest rate sensitivity.



### Maximize Potential Income with Risk Control:

Provide investors with potential for higher returns with the option to shift to safe fixed income sectors.



### Utilize a Flexible Bond Approach:

Identify and participate in positive market trends and move away from underperforming trends.

## Portfolio Structure

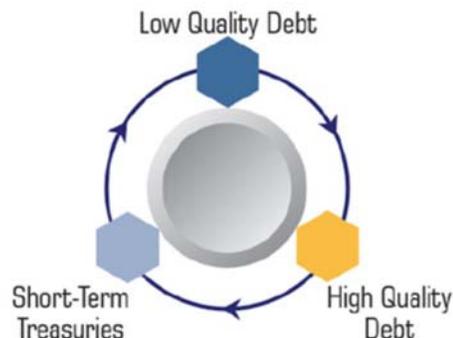
The FocusPLUS Fixed is a fixed income portfolio, which is actively managed for both total return and income. The minimum stand alone investment is \$25,000. FocusPLUS Fixed is typically blended with FocusPLUS equity model, in which case the minimum investment of the equity model would apply for total portfolio.

## Current Holdings

<b>iShares iBonds Dec 2020 Term Corp. ETF IBDL</b>  	<b>iShares iBonds Dec 2022 Term Corp. ETF IBDN</b>  	<b>Cash</b>  
<b>iShares iBonds Dec 2021 Term Corp. ETF IBDM</b>  	<b>PIMCO Income Fund PIMIX</b>  	<b>AllianceBernstein High Income AGDYX</b>  

**Credit Quality Breakdown**

Credit Quality	% of Bonds
AAA	2.44
AA	11.02
A	36.14
BBB	42.92
BB	3.16
B	2.84
Below B	0.53
NR	0.94



**Flexible Bond Approach**

An important characteristic of the strategy is its ability to shift out of lower quality areas when market conditions command and invest in high quality debt or cash. It uses asset allocation that seeks to rotate among low quality debt, high quality debt, and short-term treasuries.

**Portfolio Statistics (as of 06/30/19)**

Average Effective Duration	2.19
Dividend Yield	3.63%
Account Minimum	\$25,000

**Fixed Income Style Box %**

	0	0	0	High
Quality	80	0	0	Medium
	0	9	0	Low
	Limited	Moderate	Extended	
	Duration			

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