

# BUILDING YOUR FINANCIAL FUTURE



There's a lot riding on the choices you make regarding your financial future. You work with a Financial Advisor because you appreciate the value of expertise, training and knowledge. Indeed, your Financial Advisor is positioned to help you every step of the way as you map out a strategy designed to address your unique situation.

Engaging an impartial financial professional to create and implement an investment plan can be the difference between achieving your objectives and falling short of your goals.

You've chosen your Financial Advisor and entered into a fee-based relationship because you want:

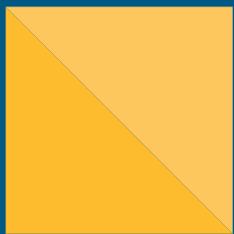
- Personalized service
- Suitable recommendations
- Informed decisions
- Diverse investment options

In short, you have selected an investment professional with the skill to assess your overall financial situation — and the resources to effectively position your assets.

One such resource at your Advisor's disposal is the **VISION2020** Wealth Management® platform. Through this web-based, advisory platform, your advisor can access:

- Model portfolios constructed by multiple, institutional-grade money managers
- Separately Managed Accounts (SMAs) that address specific investment goals
- A Unified Managed Account (UMA) solution incorporating separately managed accounts, Model Strategist Portfolios, mutual funds and Exchange-Traded Funds (ETFs)
- Advisor Managed Portfolios that are customized to your objectives and risk tolerance

It is important to note, however, that depending on one's individual situation, a fee-based account may not be suitable. Speak with a Financial Advisor to determine the most appropriate financial account for you, given your financial circumstances. There is no guarantee a fee-based account will outperform a commission-based account. In addition, there can be no guarantee that any investment strategy will be successful. All investing involves risk, including the potential loss of principal.



# A Comprehensive Solution

The VISION2020 Wealth Management® platform does more than provide you with access to a broad suite of investment products. In its entirety, the platform is a compendium of the tools you and your Advisor need to efficiently execute your investment strategy.

## RESEARCH

A robust database of product and manager information allows your advisor to research and compare investment solutions and make informed, confident recommendations.

## PROPOSAL SYSTEM

Use an intuitive five-step process, your Advisor can generate thorough proposals, measure your risk tolerance, choose the appropriate investment solutions and include the required paperwork, including research reports.

## INVESTMENT PRODUCTS

- Model Portfolios
- Separately Managed Accounts
- Unified Managed Accounts
- Advisor Managed Accounts

## PORTFOLIO ANALYSIS

The platform will analyze your current holdings and asset allocation. Your Advisor can then see how the your portfolio compares with your objectives and recommended investment solutions.

## REPORTING

Quarterly performance reports are prepared and mailed by the platform. Also, a number of informative on-demand reports are available to you.

## ONLINE INVESTOR ACCESS

You can view account and performance information via an advanced client website.



# Multiple Investment Programs Are Available to You

## ADVISOR MANAGED PORTFOLIOS

Diverse Options.  
Selected by Your Advisor.

- Your Financial Advisor acts as portfolio manager for your assets — managing asset allocation models, guiding investment product selection, and reallocating accounts to meet your ongoing financial needs
- Your Advisor can utilize a wide spectrum of investments to design and implement customized portfolios for clients
- Powerful modeling and trading tools allow for ease of execution, rebalancing and ongoing portfolio management
- Account minimum: \$50,000

## MODEL PORTFOLIOS

Targeted Allocations.  
Expertly Constructed.

- Third-Party Strategists create and manage turnkey model allocations
- A defined Strategic or Tactical investment methodology (employing active or passively managed funds)\*
- Third-Party Strategists provide portfolio construction and ongoing management according to a specific strategy
- Mutual Fund and/or ETF-based models
- Model minimums starting at \$5,500\*

\* Accounts held at NFS have a \$25,000 account minimum.



## SEPARATELY MANAGED ACCOUNTS (SMA)

Individual Portfolios.  
Professional Management.

- Access to high-quality investment managers
- Choice and flexibility in asset allocation construction and manager selection
- You own the individual securities held in the portfolio
- Your assets are not comingled with those of other investors
- A single, transparent asset-based fee to cover investment management and all portfolio activity
- Greater potential for tax efficiency, allowing for the harvesting of losses
- Ability to select managers employing Socially Responsible Investment (SRI) management
- Manager minimums starting at \$100,000

## UNIFIED MANAGED ACCOUNTS (UMA)

Multiple Managers.  
Simplified Administration.

- Ability to aggregate separately managed accounts, Model Strategist Portfolios and ETFs in a single account
- An Overlay Manager provides rebalancing and turnkey management of the asset allocation and investment strategy
- Enhanced tax-loss harvesting across managers and asset types
- Advisor managed portfolios and product selection allow for custom-tailored control of the portfolio construction process
- Ease of use: single brokerage account with consolidated reporting and one 1099
- Model minimums starting at \$50,000

# Investment Options Available on the VISION2020 Wealth Management® Platform

Accounts within the Wealth Management platform have access to a robust selection of investment options that can be used to create a personalized investment portfolio. Depending on your risk tolerance, you will have access to multiple investment vehicles:

## STOCKS

Common stocks are issued by corporations in an effort to raise capital. When you purchase common stock in a corporation, you purchase partial ownership of that company. Each share of stock entitles you to a proportionate amount of the company's assets and earnings. So, when the company earns profits, you benefit either through increased per-share pricing, dividends, or both. Conversely, when a company performs poorly, stock prices decrease.

## BONDS

Bonds are a debt security and are similar to an IOU in that an investor is lending money to the bond issuer. Various entities (including corporations, the US Treasury, foreign governments and municipalities) issue bonds to raise funds. In return for their loan, bond investors receive a specified rate of interest during the life of the bond. Each bond has a maturity date. On this date, the bond matures and the investor is repaid the face value of the bond (the principal). However, due to a number of factors, bond prices will fluctuate prior to maturity.

## MUTUAL FUNDS

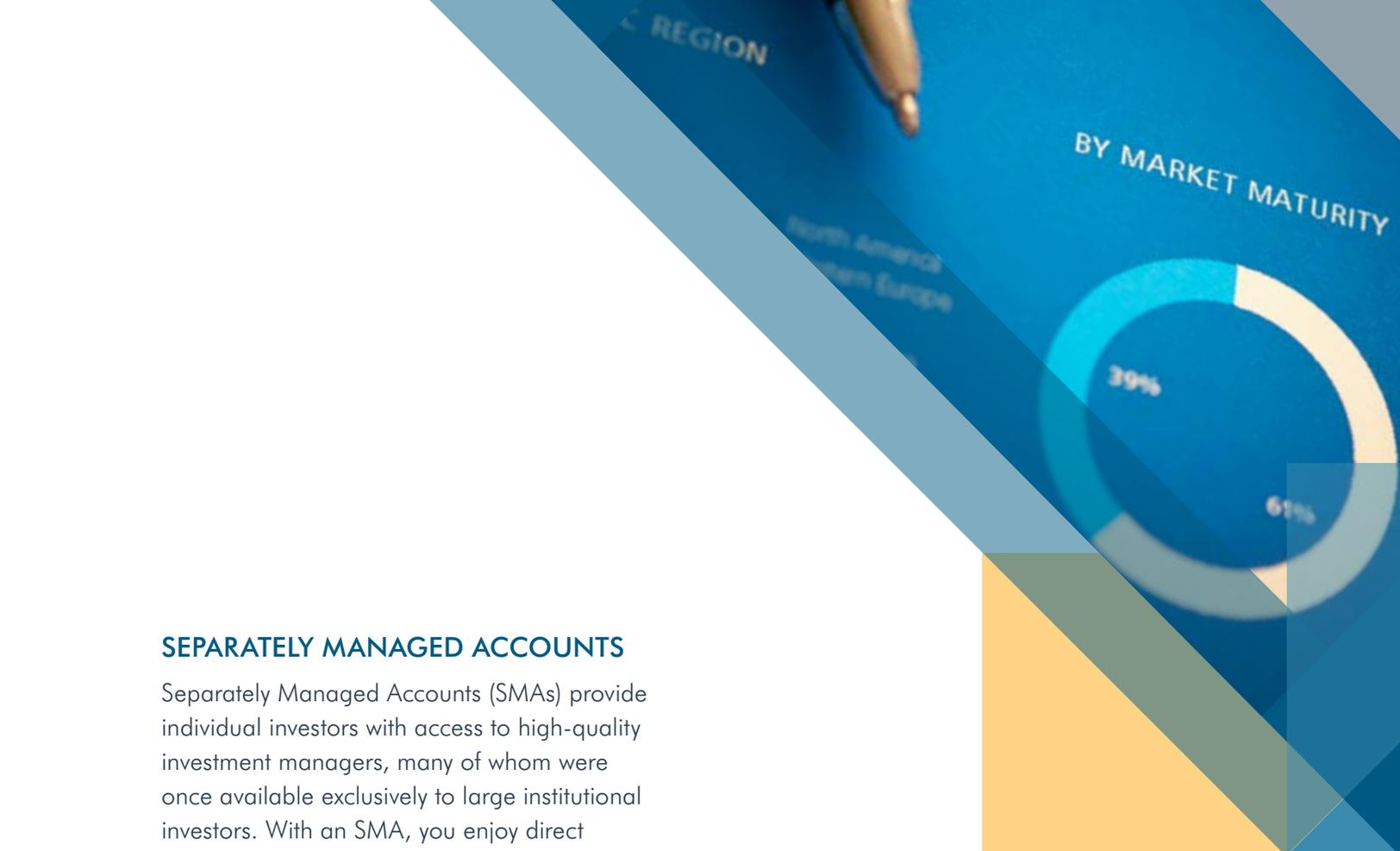
Mutual Fund investors pool their assets with those of other investors to collectively purchase a large number of individual securities. As a mutual fund investor, you do not own the individual securities held in the fund; you own "shares" of the fund. Each share entitles you to a proportional interest of the fund's income and capital gains — and the fund's losses are reflected in your share price.

## ETFs

Exchange-Traded Funds (ETFs) are a group or "basket" of securities that attempts to track the performance of a specific stock or bond index. Unlike mutual funds, ETFs are listed on an exchange. ETF prices fluctuate — and they can be bought or sold — throughout the market's open hours. As a result, the purchase or sale price for an ETF may be more or less than its net asset value (NAV).

In addition, your advisor can include high-quality, third-party managers as part of your asset allocation strategy by utilizing:

- Separately Managed Accounts
- Unified Managed Accounts



## SEPARATELY MANAGED ACCOUNTS

Separately Managed Accounts (SMAs) provide individual investors with access to high-quality investment managers, many of whom were once available exclusively to large institutional investors. With an SMA, you enjoy direct ownership of the securities in the portfolio. This allows for greater flexibility, more control and significant tax advantages over other investment vehicles.

## UNIFIED MANAGED ACCOUNTS

Unified Managed Accounts (UMAs) give your Advisor the flexibility to build customized portfolio models combining a wide variety of investment products — separately managed accounts, Model Strategist Portfolios, mutual funds, and ETFs — in a single, fully-diversified portfolio. As such, you can access the expertise of leading institutional asset managers. A unique feature of UMAs is the presence of an Overlay Manager that oversees the account by monitoring holdings, allocations and redundancies.

Pershing LLC, a leading provider of brokerage services, provides execution and clearing services for assets held on the platform. Over the course of 70 years, Pershing has established itself as a premier global provider of business solutions by remaining focused on the safekeeping, servicing, segregation and reporting of assets held in its custody.\*

\* Pershing LLC is not affiliated with VISION2020 Wealth Management Corp. or the broker-dealer.

# Harnessing the Power of the VISION2020 Wealth Management® Platform

The Wealth Management platform offers more than high-quality investments. It is a comprehensive resource that provides a solid foundation for your financial future.

## ASSET ALLOCATION MODELS

Accounts on the Wealth Management platform have access to multiple asset allocation models. Your Advisor can attach your account to models specifically tailored to seek your goals and objectives.

## RESEARCH

The Research features contained on the platform allow your Advisor to conduct a thorough assessment of available investments — and provide you with an appropriate plan.

Additionally, your assets can be invested in accordance with any special considerations that are important to you, such as excluding securities of certain industries — allowing for a socially responsible portfolio — or taking a “tax-managed” approach.

## PROPOSALS

Review a comprehensive, easy-to-read proposal that outlines all components of your Advisor’s recommendations. With this proposal, you have a clear sense of how your financial strategy will be implemented.

## REPORTING

Once you’ve invested through the platform, it generates customized, all-inclusive reports that include:

- Aggregate Performance
- Holdings Analysis
- Attribution Analysis
- Statement of Management Fees

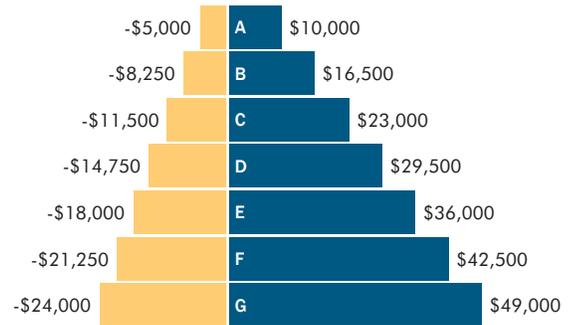
In addition, your report will aggregate all of your accounts into one statement, giving you a holistic overview of your financial profile. Your Advisor can also create blended indices to help you assess your portfolio’s performance against a benchmark that closely aligns with your holdings.



# Assess Your Risk Tolerance With Your Advisor

**1** This graph shows the potential range of gains or losses of a \$100,000 investment in each of seven hypothetical portfolios at the end of a one-year period. The number to the right of each bar shows the best potential gain for that portfolio, while the number to the left of each bar shows the worst potential loss. Given that this is the only information that you have on these seven hypothetical portfolios, which one would you choose to invest in?

- Portfolio A
- Portfolio B
- Portfolio C
- Portfolio D
- Portfolio E
- Portfolio F
- Portfolio G



**2** Inflation (rising prices for goods and services) can have a significant effect on your investments by decreasing their potential purchasing power over time. Aggressive investments have historically outpaced inflation over the long run, but have had more instances of short-term losses than more conservative investments. How do you feel about inflation and its impact on your investments?

- You are satisfied with your investments keeping pace with inflation. Limiting the potential for short-term loss is your main goal, and you are willing to sacrifice the potential for higher returns.
- You would like your investments to outpace inflation. You are willing to assume some potential for short-term loss in order to achieve that goal.
- You prefer that your investments significantly outperform inflation. You are willing to assume a greater potential for short-term loss in order to achieve that goal.

**3** Suppose that a substantial portion of your investment portfolio is invested in stocks. If the stock market were to experience a prolonged down market, losing 50 percent of its value over a three-year period, what would you do (assuming your stocks behaved in a similar fashion)?

- Sell all the stocks in your portfolio. You are afraid that the stock market is in a downturn and you cannot afford the decrease in value.
- Sell half of the stocks in your portfolio. You think that the market may rebound, but you are not willing to leave all of your investment exposed to further loss.
- Hold the stocks in your portfolio. You understand that your investment may be subject to short-term price swings and are comfortable "weathering the storm."
- Buy more stocks for your portfolio to take advantage of their low price. You are comfortable with market fluctuations and assume that the stocks will regain their previous value or increase in value.

**4** Once again, assume you have a substantial portion of your investment portfolio in stocks. If the stock market were to gradually decline at an average of two percent per month, eventually losing 22% of its value over a year, which of the following would you do?

- Sell the stocks in your portfolio and realize the 22% loss. You wish to avoid the risk of further loss.
- Sell half of the stocks in your portfolio. You are not willing to leave all of your investment at risk for further loss.
- Do nothing. You are comfortable waiting for the stocks to regain their previous value or to increase in value.
- Invest more now because stocks are selling for approximately 22% less than they were 12 months ago. You believe that the stocks will regain their value or possibly appreciate even higher over the long-term.

---

**5** Aggressive investments have historically provided higher returns while exhibiting greater short-term price fluctuations and potential for loss. How do you feel about fluctuations in the value of your portfolio?

- You want to minimize the possibility of loss in the value of your portfolio. You understand that you are sacrificing higher long-term returns by holding investments that reduce the potential for short-term loss and price fluctuation.
- You can tolerate moderate losses in order to achieve potentially favorable returns.
- You can tolerate the risk of large losses in your portfolio in order to increase the potential of achieving high returns.

---

**6** What is the investment time horizon on your investable assets?

- Less than 3 years
- 3–5 years
- 6–9 years
- 10+ years

---

**7** What is your current Annual Household Income?

- None
- \$0–\$30,000
- \$30,001–\$50,000
- \$50,001–\$100,000
- \$100,001–\$250,000
- \$250,001–\$500,000
- \$500,001–\$1,000,000
- \$1,000,001–\$3,000,000
- More than \$3,000,001

---

**8** What is your Approximate Net Worth?

- Less than \$250K
- \$250–500K
- \$500K–1M
- \$1M–3M
- \$3M–5M
- \$5M–10M
- \$10M–20M
- More than \$20M

---

**9** What are your Income Needs from Portfolio Assets?

- None
- \$10,000 Per Year
- \$20,000 Per Year
- \$30,000 Per Year
- \$40,000 Per Year
- \$50,000 Per Year
- \$60,000 Per Year
- \$70,000 Per Year
- \$80,000 Per Year
- \$90,000 Per Year
- \$100,000 Per Year
- More than \$100,000 Per Year

---

**10** What is your State Tax Bracket?

- 0%
- 1%
- 2%
- 3%
- 4%
- 5%
- 6%
- 7%
- 8%
- 9%
- 10%
- Over 10%

---

**11** What is your Federal Tax Bracket?

- 0%
- 10%
- 15%
- 25%
- 28%
- 33%
- 35%



## Use the VISION2020 Wealth Management® Platform to Build Your Financial Future

The strength of your financial future may be determined by the decisions you make today. By using the Wealth Management platform, your Financial Advisor is equipped with the resources needed to make informed decisions and access to the high-quality investment products that you need to implement your investment plan.

Please consult with your Financial Advisor to take advantage of all that the Wealth Management platform offers.

Investments in the underlying securities or strategies and portfolios offered by the VISION2020 Wealth Management® program involve risk, including the potential loss of principal invested. Professional money management and strategies such as asset allocation cannot assure a profit or guarantee against loss. This investment program may not be suitable for all investors. The investment styles and varying types of securities used by each manager expose investors to various levels of risk. Investors should understand that every asset class/strategy used by participating managers in these programs is subject to a variety of risk factors, such as market fluctuations that may affect some or all of the underlying securities within the portfolio. Prior to implementing any personalized investment strategy, investors should discuss their investment objectives, risk tolerance, time horizon, and liquidity needs with their financial advisor.

In general, frequent trading of the underlying portfolio investments tends to create additional expenses due to commissions paid by the Managers, which can impact overall portfolio performance. Additionally, frequent trading may cause a taxable event for investors where the portfolio is not held as a part of a qualified plan.

This information is not intended to be a substitute for specific individualized tax advice as individual situations will vary. VISION2020 Wealth Management Corp. or the broker-dealer do not provide tax advice.

There is no guarantee that a diversified portfolio will outperform a non-diversified portfolio in any given market environment.

An ongoing management fee is charged to investors who choose to invest in these portfolios. The deduction of this fee will impact the overall account returns.

Investing in mutual funds and ETFs involves risk. When redeemed, an investor's shares may be worth more or less than the original amount paid. These investments have different investment objectives, risks and fees and charges which may have an adverse impact upon the overall performance of the account.

In general, the bond market is volatile as prices rise when interest rates fall and vice versa. This effect is usually pronounced for longer-term securities. Debt securities are subject to credit risk, which is the risk that the issuer will fail to make timely payments of interest and principal. Bonds are also subject to other types of risks such as call, liquidity, interest rate, and general market risks. Any fixed income security sold or redeemed prior to maturity may be subject to a substantial gain or loss.

The payment of dividends is not guaranteed. Companies may reduce or eliminate the payment of dividends at any given time.

Investors should carefully consider the investment objectives, risks, charges and expenses of mutual funds and ETFs. This and other important information is contained in the prospectuses, which can be obtained by contacting your Financial Advisor. The prospectus should be read carefully before investing.

### Advisor Group

Investment Advisory Services  
200 Liberty Street  
15th Floor  
New York, NY 10281  
[www.advisorgroup.com](http://www.advisorgroup.com)

Advisory services discussed throughout this brochure are offered through VISION2020 Wealth Management Corp., a Registered Investment Advisor. VISION2020 Wealth Management Corp. is an affiliate of FSC Securities Corporation, Royal Alliance Associates, Inc., SagePoint Financial, Inc. and Woodbury Financial Services, Inc., members FINRA/SIPC.

Not FDIC or NCUA Insured | Securities May Lose Value | Not Bank or Credit Union Guaranteed