

Meet Your Retirement Ally



BrokersFinancial
WEALTH MANAGEMENT

RETIREMENT ALLY OVERVIEW

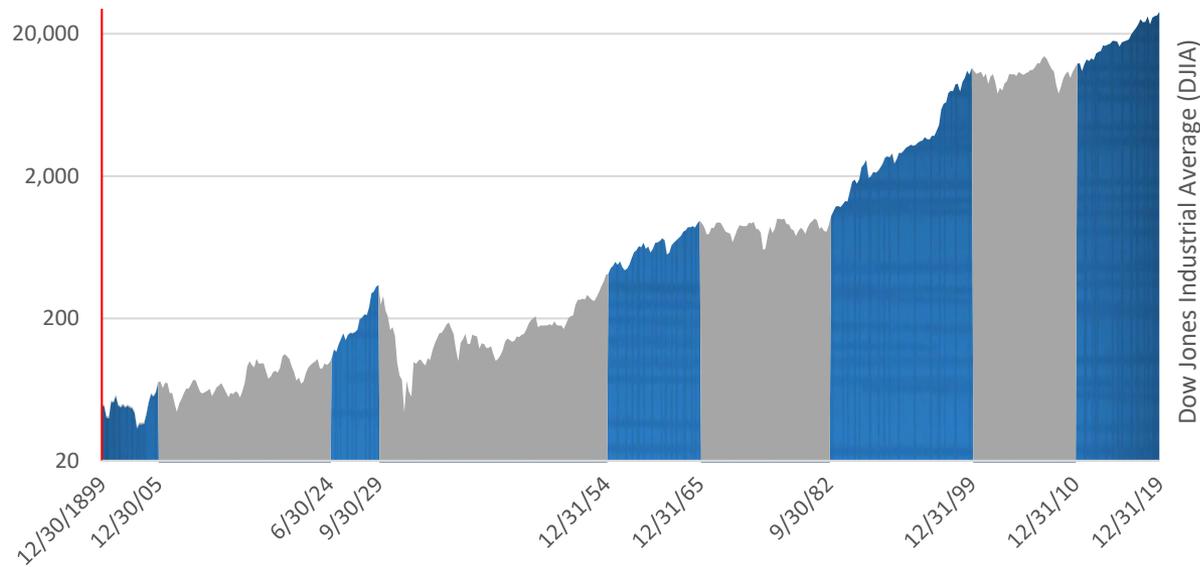
“The essence of investment management is the management of RISKS, not the management of RETURNS. Well-managed portfolios start with this precept.”

-- BENJAMIN GRAHAM



RETIREMENT ALLY PHILOSOPHY

Dow Jones Industrial Average Historical Trends



Source: Dow Jones Industrial Average

The Dow Jones Industrial Average (DJIA) is a price-weighted average of 30 actively traded "blue chip" stocks, primarily industrials, but includes financials and other service-oriented companies. The components, which change from time to time, represent between 15% and 20% of the market value of NYSE stocks.

Long-Term Focused

Equity markets, as illustrated by the Dow Jones Industrial Average, have rewarded investors over the long term.

In the short term, history shows markets move in cycles. These cycles are often referred to as Secular Bull Markets, upward-trending markets (Blue), and Secular Bear Markets, downward to sideways-trending markets (Gray).

PLEASE SEE ALL DISCLOSURES AT END OF THIS DOCUMENT

©2020 Brokers International Financial Services, LLC. Member SIPC. All rights reserved.



BrokersFinancial
WEALTH MANAGEMENT

RETIREMENT ALLY PHILOSOPHY

Dow Jones Industrial Average (DJIA) Drawdowns Per Decade

YEARS	Number of Bear Markets	DJIA Percentage Decline
1900's	3	46%, 49%, 27%
1910's	3	24%, 40%, 47%
1920's	1	89%
1930's	3	23%, 49%, 41%
1940's	1	24%
1950's	1	29%
1960's	3	27%, 26%, 36%
1970's	2	45%, 27%
1980's	2	24%, 36%
1990's	1	21%
2000's	2	38%, 53%
2010 to present	-	-
Total Bear Markets/ Average Loss	22	37%

Source: Dow Jones Industrial Average

Time Horizon Risk

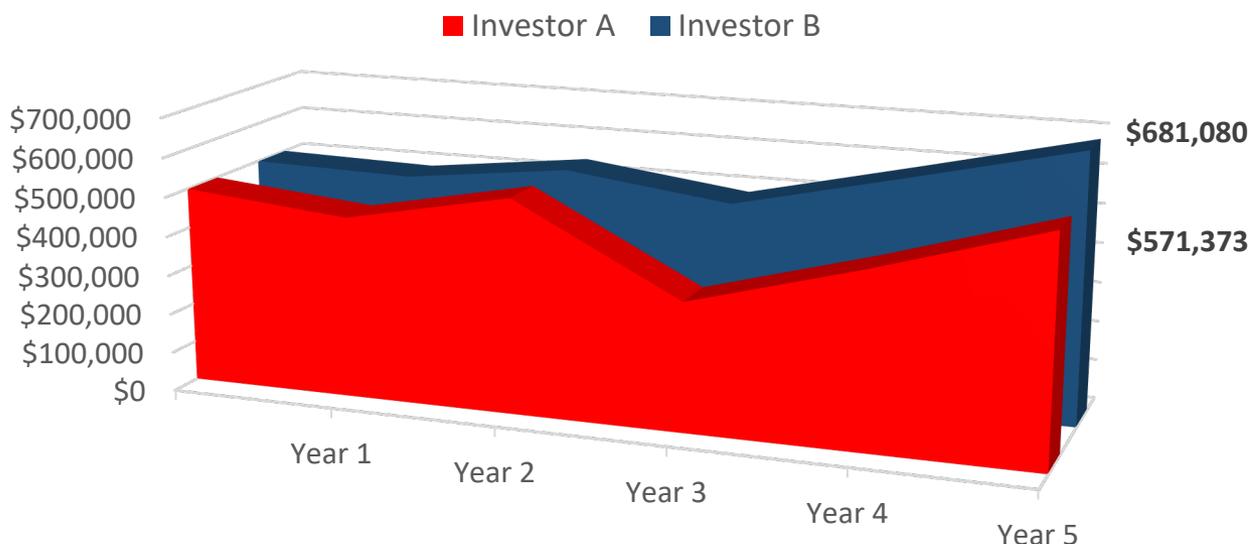
Since the 1900's the Dow Jones has experienced 22 drawdowns greater than 20%. These drawdowns range from 21% to 89% and average 37%.

Drawdowns of this size have occurred 1 to 3 times per decade. Depending where the client is on their investment horizon, a significant drawdown can substantially affect the long-term goal.

The market is entering its 9th consecutive year of positive returns without a significant drawdown event.



RETIREMENT ALLY ILLUSTRATION



Volatility Risk

Investor A and Investor B both start with \$500,000. Both experience an average return of 7% over a 5-year period.

Why does Investor B have over \$100,000 more than Investor A?

Investor B's strategy prioritized mitigation of portfolio losses. Severity of losses significantly impacts the portfolio's end result.

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	AVERAGE
Investor A	-8%	18%	-40%	36%	29%	7%
Investor B	-2%	10%	-10%	20%	17%	7%

This example is hypothetical and for illustrative purposes only. Actual results may vary.

PLEASE SEE ALL DISCLOSURES AT END OF THIS DOCUMENT

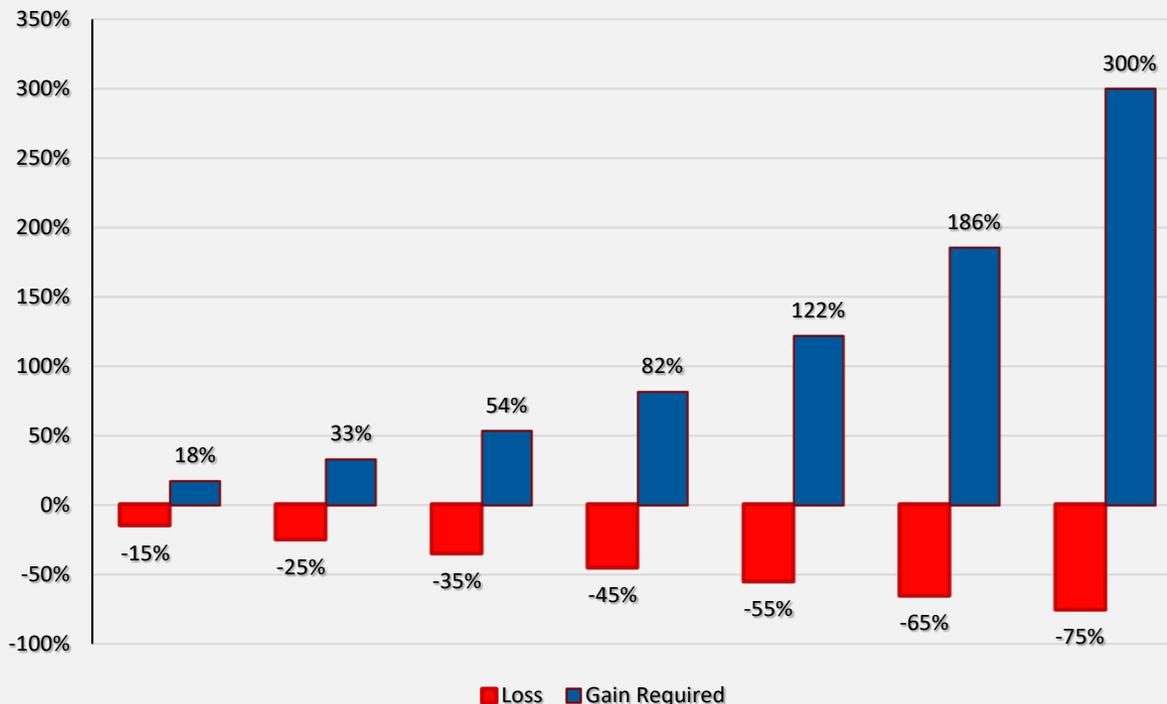
©2020 Brokers International Financial Services, LLC. Member SIPC. All rights reserved.



BrokersFinancial
WEALTH MANAGEMENT

RETIREMENT ALLY ILLUSTRATION

The Arithmetic of Portfolio Losses



Volatility Risk

This chart shows the return necessary to break even after incurring a loss. A significant loss requires an even larger gain to break even.

Retirement Ally seeks to mitigate portfolio-decimating losses which can take a substantial amount of time to recover from.



RETIREMENT ALLY INVESTMENT PROCESS

Establish Views

Research and collect views on asset classes, sectors and positioning.



Select Investments

Based on those views, expertise and analytics are used to build efficient allocations.



Optimize Risk-Adjusted Return Profiles

Aim is for a well-designed combination of active mutual funds and/or passive ETFs, looking to get the most reward for a given level of risk.



Monitor & Rebalance

Monitor and adjust portfolio positioning over time.



PLEASE SEE ALL DISCLOSURES AT END OF THIS DOCUMENT

©2020 Brokers International Financial Services, LLC. Member SIPC. All rights reserved.

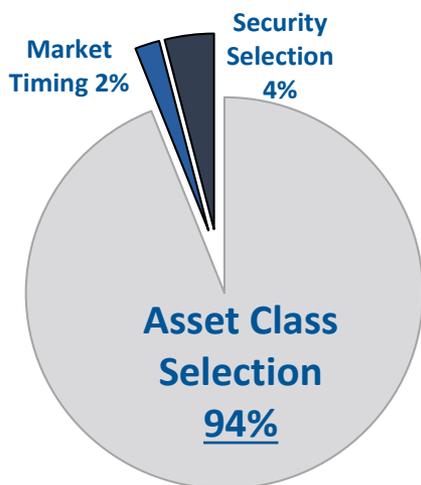


BrokersFinancial
WEALTH MANAGEMENT

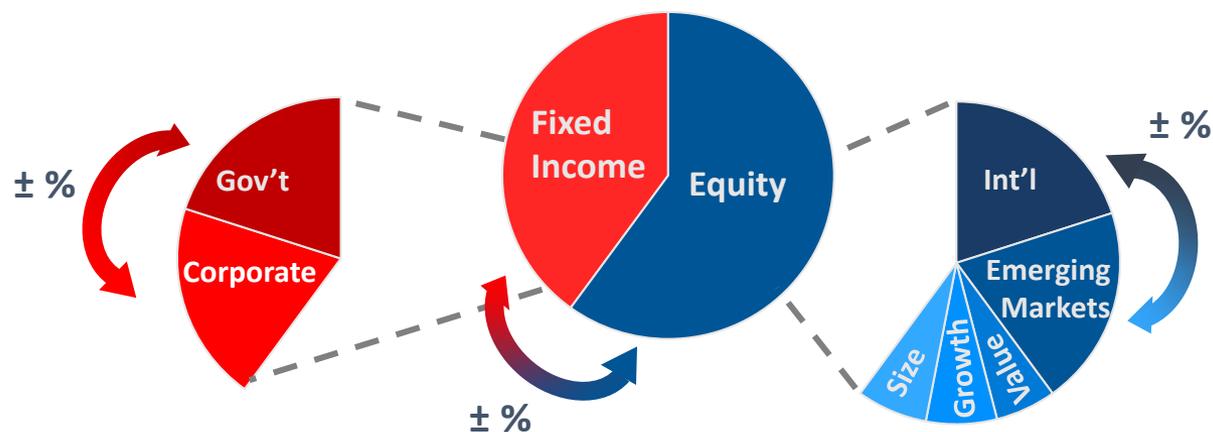
RETIREMENT ALLY INVESTMENT PROCESS

- ❑ Building a portfolio that fits your investment goals may be the most important decision you make
- ❑ The systematic process seeks to capture longer term sources of relative value via asset class tilts, while managing portfolio risks

Determinants of Portfolio Performance¹



Sources of Model Value-Add



For illustrative purposes

1. Brinson, Hood and Beebower - Financial Analysts Journal / January-February 1995

PLEASE SEE ALL DISCLOSURES AT END OF THIS DOCUMENT

©2020 Brokers International Financial Services, LLC. Member SIPC. All rights reserved.



BrokersFinancial
WEALTH MANAGEMENT

RETIREMENT ALLY INVESTMENT PARTNERS

- ❑ Retirement Ally models combine individual equity, ETF and mutual fund offerings from leading investment providers



RETIREMENT ALLY MODEL OFFERINGS

- ❑ **CORE SERIES MODELS** combine strategic asset allocation with active insight. Strategic asset allocation is based upon modern portfolio theory which emphasizes exposure to a broad set of asset classes in order to manage risk and improve long-term returns. Strategic portfolios remain 100% invested at all times and are intended for the investor with a long time horizon who is willing to withstand periods of volatility with the objective of long-term growth.
 - Globally diversified, all-in-one core
 - Models are built upon the scale, technology, global insight and expertise of Blackrock
 - Disciplined approach to risk management through Blackrock's proprietary analytics platform Aladdin®

- ❑ **STRATEGIC PLUS MODELS** employ an active 'risk-first' approach which combines the benefits of strategic and tactical strategies into a single solution. Adaptive asset allocation builds on Strategic asset allocation by adding more frequent reallocations and the ability to adjust the portfolio to changing market conditions. Strategic Plus Models include a risk overlay and are intended for the investor nearing or in retirement or who is seeking to mitigate downside risk and willing to forgo some upside potential.
 - Risk-managed exposure to U.S. and global markets
 - Strategic asset allocation ETF core complemented with actively-managed mutual funds
 - Builds active risk management into models by using defensive positions and/or cash to mitigate significant drawdowns



RETIREMENT ALLY MODEL OFFERINGS

❑ **TACTICAL MODELS** are actively-managed portfolios that allow portfolio managers to take advantage of market insights. Tactical asset allocation aims to maximize returns in stable and rising markets while avoiding the likelihood of large losses during market downturns. Tactical portfolios are intended for the investor seeking long-term growth through the ability of the manager to navigate changing markets. Tactical model offerings range from individual equity models to ETF and mutual fund managed models:

❑ **TACTICAL GROWTH MODEL**

- Ability to hold high conviction, high concentration positions exhibiting potential for outperformance
- Builds active risk management into models by using defensive positions and/or cash to mitigate significant drawdowns

❑ **NEW TACTICAL GROWTH MODEL**

- Active equity approach that uses high-quality ETFs and Stocks with above-average earnings per share growth that are trading at a reasonable long-term earnings potential
- In varying market conditions, this portfolio may hold as much as 98% in global equities or as much as 50% in cash as an active risk management feature.



RETIREMENT ALLY CLIENT BENEFITS

❑ Active Risk Management is Priority One

- Economic Conditions Impact Investors Perception of Market Risk
- Reaction to Perceived Risks Leads to Market Movements
- Active, Adaptive Approach to Enhance Risk-Adjusted Returns

❑ Long-Term Focused, Near-Term Aware

- Participate in Historical Upside of Markets;
- Mitigate Significant Losses in Down Markets

❑ Design Client-Centric Models

- Minimize Cost - Maximize Client Risk Adjusted Returns
- Low Cost, Tax-Efficient Exchange Traded Funds
- Proven, Talented Institutional Money Managers

❑ Execute and Monitor

- Sound, Repeatable Process for Long-Term Success
- Active, Ongoing Risk Management



MANAGEMENT TEAM

Andy Osby, ChFC®, CRPC®

Chief Investment Officer

Andy Osby is the lead portfolio manager for Retirement Ally. Prior to joining Brokers Financial he worked at Principal Financial Group for the past 16 years. There he ran all of the Managed Account programs for Principal Securities and assisted advisors with financial planning and portfolio solutions. During his time at Principal he was also responsible for the portfolio construction and ongoing investment oversight of \$5 billion in client assets under management.

In addition to his experience, he obtained a B.B.A in Finance from Grand View University, a Chartered Financial Consultant(ChFC®) designation from The American College, and the Chartered Retirement Planning Counselor(CRPC®) designation from the College for Financial Planning.

Thomas Breitbach, Masters In Finance

Sr. Financial Analyst

Tommy Breitbach supports the day-to-day management of the Retirement Ally portfolios and works with advisors to design and implement portfolio solutions for their clients. Prior to joining Brokers Financial Tommy worked at Wells Fargo. During his time at Wells Fargo, Tommy obtained his CFA level 1 and plans to continue toward the CFA designation. In addition to his experience, Tommy has obtained his Masters In Finance from Drake University.

PLEASE SEE ALL DISCLOSURES AT END OF THIS DOCUMENT

©2020 Brokers International Financial Services, LLC. Member SIPC. All rights reserved.



BrokersFinancial
WEALTH MANAGEMENT

MANAGEMENT TEAM

Brian Aukes

President Brokers Financial

Brian Aukes joined Brokers Financial in December 2013 and is the Firm's President. Brian has 20 years experience in the financial services industry. Prior to joining Brokers Financial, Brian served as Head of Operations at ING Financial Partners (VOYA) supporting over 2,000 representatives and advisors. Before ING, Brian spent 12 years as a financial advisor managing over \$60mm AUM for clients.

In addition to his experience, Brian has obtained his B.B.A in Finance, and has his Series 7 (General Securities Representative), 8 (now known as the Series 9 General Securities Sales Supervisor - Options Module & 10 General Securities Sales Supervisor - General Module), 24 (General Securities Principal), 52 (Municipal Securities Representative), 53 (Municipal Securities Principal), 63 (Uniform Securities Agent State Law), 65 (Uniform Registered Investment Adviser Law), Life and Health insurance licenses.

Belma Mujdzic

Chief Operations Officer and Chief Compliance Officer

Belma Mujdzic joined Brokers Financial as Chief Compliance Office and Chief Operations Officer. In this role, she is responsible for leading the internal processes for promoting and ensuring firms's compliance with laws, regulations, company policies, and effective operational execution of key back office processes. Belma has over 15 years of broker-dealer experience. Prior to joining Brokers Financial, Belma worked at Voya Financial Advisors.



DISCLOSURE

This information in this presentation is for the purpose of information exchange. This is not a solicitation or offer to buy or sell any security. You must do your own due diligence and consult a professional investment advisor before making any investment decisions. The use of a proprietary technique, model or algorithm does not guarantee any specific or profitable results. Past performance is not indicative of future returns. The risk of loss in trading securities can be substantial. You should therefore carefully consider whether such trading is suitable for you in light of your financial condition. All information posted is believed to come from reliable sources. We do not warrant the accuracy or completeness of information made available and therefore will not be liable for any losses incurred.

The composition of a benchmark index may not reflect the manner in which a Retirement Ally portfolio is constructed in relation to expected or achieved returns, investment holdings, portfolio guidelines, restrictions, sectors, correlations, concentrations, volatility, or tracking error targets, all of which are subject to change over time.

Rebalancing can entail transaction costs and tax consequences that should be considered when determining a rebalancing strategy. Neither Asset Allocation nor Diversification guarantee a profit or protect against a loss in a declining market. They are methods used to help manage investment risk.

Mutual Funds and Exchange Traded Funds (ETF's) are sold by prospectus. Please consider the investment objectives, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other information about the investment company, can be obtained from the Fund Company or your financial professional. Be sure to read the prospectus carefully before deciding whether to invest.

No representation or warranty is made to the reasonableness of the assumptions made or that all assumptions used to construct the performance provided have been stated or fully considered.

PLEASE SEE ALL DISCLOSURES AT END OF THIS DOCUMENT

©2020 Brokers International Financial Services, LLC. Member SIPC. All rights reserved.



BrokersFinancial
WEALTH MANAGEMENT

DISCLOSURE

Figures shown are past results and are not predictive of results in future periods. Performance does not include transaction charges and investment management fees. Had these fees been applied, returns would have been lower. Current and future results may be lower or higher than those shown.

The actual performance of a client's account may differ from any performance presented based on the timing of securities transactions, actual asset allocations, and advisor fees. Returns shown have all distributions, if any, reinvested.

Investing for short periods make losses more likely. Investments are not FDIC-insured, nor are they deposits of or guaranteed by a bank or any other entity, so they may lose value.

The MSCI ACWI Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets. The MSCI ACWI consists of 46 country indexes comprising 23 developed and 23 emerging market country indexes.

The Barclays US Aggregate Bond Index is a broad-based flagship benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market. The index includes Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS and CMBS (agency and non-agency).

The Barclays Global Aggregate Bond Index is a flagship measure of global investment grade debt from twenty-four local currency markets. The index includes treasury, government-related, corporate and securitized fixed-rate bonds from both developed and emerging markets issuers.

Indices are unmanaged and investors cannot invest directly in an index. Unless otherwise noted, performance of indices do not account for any fees, commissions or other expenses that would be incurred. Returns do not include reinvested dividends

The MSCI ACWI, Barclays US Aggregate Bond, and Barclays Global Aggregate Bond Indexes are used as a composite benchmark because they are widely known indices. The Retirement Ally Strategic Plus models may own assets and follow investment strategies which can cause them to differ materially from the benchmark.

Standard Deviation is a measure of price variability (risk). The Sharpe Ratio is a risk-adjusted measure to determine reward per unit of risk. The results displayed are annualized monthly return deviations over the designated periods. Standard Deviation compares the price variation of the Retirement Ally Strategic Plus Models with the market, as defined by the MSCI ACWI Index and the Barclays Global Aggregate Bond Indexes composite.

All performance results have been compiled solely by Brokers Financial and have not been independently audited or verified by a third-party accounting firm.

Investment returns and principal value will fluctuate, so that when sold, may be worth more or less than their original cost.

PLEASE SEE ALL DISCLOSURES AT END OF THIS DOCUMENT

©2020 Brokers International Financial Services, LLC. Member SIPC. All rights reserved.



BrokersFinancial
WEALTH MANAGEMENT