

# A SMART DESIGN FOR A SMARTER RETIREMENT PLAN PORTFOLIO

## ABOUT FELTZ WEALTHPLAN

Feltz WealthPLAN is a Registered Investment Advisor located in Omaha, Nebraska. It was founded in 1987 by Todd Feltz, President & CEO, in order to establish an unbiased financial planning and asset management firm more focused on client success than company sales.

Feltz WealthPLAN strives to develop innovative solutions to address each client's situation, focusing on 'Return on Life' as well as 'Return on Investment'. Clients have unique investment goals and objectives that change as they pass through each phase of their life. Accumulation, Preservation, and Distribution of assets represent the ultimate challenge for investors. Feltz WealthPLAN's mission is to provide a comprehensive customized financial plan to help guide our clients through these challenges.

Our philosophy represents an evolution of investment thought that moves beyond simple "Buy and Hold" and basic Asset Allocation, to **Strategy Diversification**. It focuses more directly on how investments interact and relate to each other. It looks closely at how investments are managed, how they seek to gain their returns, how they address risk exposures, and perhaps most importantly, what their correlations are with each other.

Our passion is to take the complex, intimidating world of financial planning and create a clear path. We build, test, and monitor each client's unique plan using our well-researched, diversified strategies. Our wealth management approach ties together our robust financial planning with investment management in an integrated bundle.

All investors, regardless of account size, benefit from the powerful combination of personalized, professional advice and risk-intelligent investments.



Phone: (402) 333-5448 Toll Free: (800) 366-5448

Fax: (402) 333-8724

101 S. 108th Ave. – Second Floor Omaha, NE 68154 feltzwealthplan.com

## OUR GUIDING PRINCIPLES

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### **Question Tradition**

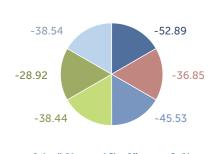
In the same way products in our everyday lives continue to evolve so does our investment process. We work with industry thought leaders to advance traditional methodologies and incorporate innovative investment strategies in an effort to achieve a smarter portfolio process for all markets.

Traditional asset allocation appears to provide a diversified portfolio comprised of asset classes. However, this so-called "diversification" typically fails during a down market event, such as between January 1, 2008 and December 31, 2008 (pictured below). Correlation reveals that the portfolio isn't so diversified after all.

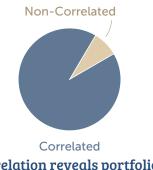


Do you feel diversified?

Source: Morningstar. See Appendix A for index information.



This "diversified" portfolio fails in down markets



Correlation reveals portfolio's actual "diversification"

Commonly used allocations center around standard objectives such as: Aggressive Growth, Growth & Income and Income with Capital Preservation, plus Asset Allocation based on Stocks versus Bonds and the "style-box" method of Growth versus Value, Large Cap versus Small Cap, etc.

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### **Understand Diversification**

The purpose of diversification is to produce a smoother investment experience. Our goal is to achieve portfolio diversification across all market conditions through the application of a variety of up and down market strategies as well as traditional asset classes and categories.

We have taken portfolio allocation to an innovatively distinct and more comprehensive level. We recognized that the traditional objectives were insufficient and needed a more complex narrative, and that the asset class most commonly used to diversify equity risk (fixed income) seems to have headwinds to producing satisfactory returns over the oncoming investment horizon given prevailing interest rates. Our portfolio allocations are based on **Strategy Diversification** and take a more comprehensive look at overall portfolio volatility and the correlation of returns and put forth a risk narrative in addition to return expectations. We select a diverse set of strategies amongst the Strategy Theme asset classes based on each investor's needs, seeking to mitigate risk in extreme down markets and producing relative returns in up markets, or what we refer to as "risk-intelligent" non-correlated sources of return. Adding risk-intelligent and non-correlated strategies to a traditional asset allocation may have the potential to improve results.

There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio. Asset allocation and diversification do not guarantee a profit or protection from losses in a declining market. There is no assurance that the strategies discussed are suitable for all investors or will yield positive outcomes.

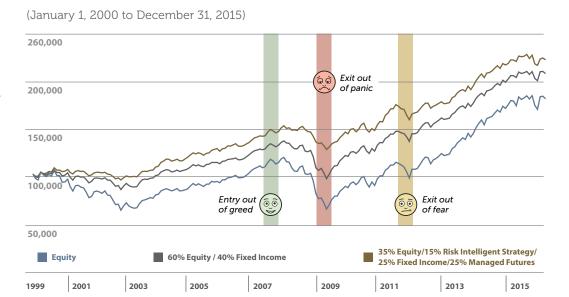
- 1) Investing in emerging markets involves greater risk and potential reward than investing in more established markets. Risks for emerging markets include, for instance, risks relating to the relatively smaller size and lesser liquidity of these markets, high inflation rates and adverse political developments.
- 2) International markets are subject to special risks such as currency fluctuations, political instability, differing securities regulations and periods of illiquidity.
- 3) Investing in growth securities may be more volatile than those of other types of investments and may or may not move in tandem with the returns on other styles of investing or the overall stock markets.

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#### Know the Effects of Emotion and Behavior

The behavior of emotional crowds can dramatically impact market efficiencies. Our portfolio optimization process integrates aspects of behavioral finance which can factor the effects of emotion on your portfolio.

This illustration compares a \$100,000 hypothetical allocation in the S&P 500 Index to a traditional asset allocation consisting of 60% equities (S&P 500 Index) and 40% fixed income (Barclays US Aggregate Bond Index), and also to a portfolio of 35% equities (S&P 500 Index), 15% risk intelligent strategy (S&P 500 Daily Risk Control - Target 15% Risk, Source: Morningstar), 25% fixed income (Barclays US Aggregate Bond Index), and 25% Managed Futures (Morningstar Diversified Futures Index). The three emotions depict the typical investor behavior entering the market out of greed before a down market event, then exiting out of panic and again out of fear.



See Appendix A for index information. Individual results will vary. Past performance is no guarantee of future results.

Investing in managed futures involves specific risk such as potential illiquidity and may not be suitable for all investors. Managed futures are speculative, use significant leverage, may carry substantial charges and should only be considered suitable for the risk capital portion of an investor's portfolio. The fast price swings of commodities may result in significant volatility in an investor's holdings.

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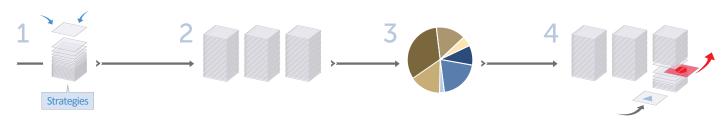
### **Put Risk First**

When we talk about risk, it doesn't just mean volatility; we are really talking about the potential for loss. We begin our investment management process by attempting to utilize any data that we can collect in order to model the probability and magnitude of loss and then implement a comprehensive risk diversification strategy.

# Loss Threshold by Drawdown

Drawdown is the percentage between the peak and the trough of an investment. Portfolios are designed to minimize the chances the portfolio will breach its drawdown threshold in down markets.

## PORTFOLIO CONSTRUCTION AND OPTIMIZATION



# Sequential Screening

Investment ideas are tracked and classified according to their composition, purpose, and preferred market conditions.

# Segmentation Analysis

Investment strategies are further examined and classified based upon 60 additional attributes.

# Structural Modeling

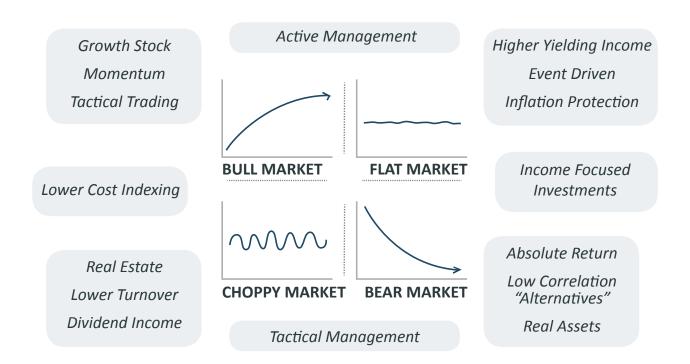
Investment strategies are combined within a 3-d space to determine the most optimal combination.

# Selective Substitution

Deficient investment strategy components are identified and replaced to complete the process.

# **Strategy Diversification**

A lineup of Investment strategies, some better suited for up markets and some for down markets, are incorporated at statistically optimal weights through a proprietary full-scale strategy diversification process. By creating this optimal mix, the diversified blend of methodologies creates a portfolio that is designed to dynamically adapt to changing markets.



Investments and strategies shown may not be suitable for all investors. The sampling of investment strategies shown are for illustrative purposes only and are based upon individual observation and potential use during the various market cycles.



# FOUR CUSTOMIZABLE PORTFOLIOS

#### **All Conservative**

- Slow and steady is the best way to describe my approach to investing. I'm more
  comfortable contributing to my retirement plan on a regular basis and not taking
  much risk.
- I don't normally play the stock market but I realize it's important to have diversified market exposure with risk management to meet my retirement goals.
- I would like my equity market exposure to be tactically managed so my portfolio values may be better protected in periods of severe market distress.



#### **All Weather**

- I understand investing and am willing to take some risk to help my money grow, although I want a balance between building and protecting my money.
- I want a diversified and balanced approach to risk and return.
- I would like my equity market exposure to be tactically managed so my portfolio values may be better protected in periods of severe market distress.



#### **Moderate Growth**

- My aim is to make my money grow. I have very definite goals for my retirement and know that investing over the long-term can help me reach them.
- I understand there are short-term risks and the potential for large swings in the stock market. But over the long-term, I feel confident that equities offer the highest potential for growth.



## **Aggressive Growth**

- I have an iron stomach and I'm willing to take significant risk for the chance to make money over the long-term.
- I have time to wait out market cycles because I'm confident that my savings will continue to grow.



# Which Portfolio Is Right For You?

# **Investment Category Definitions:**

**EQUITY:** Investments in stocks, both domestic and international

**DEFENSIVE EQUITY:** Equity investments with defensive mechanisms such as tactical market exposure with downside protection or long-short strategies that attempt to reduce portfolio volatility.

FIXED INCOME: Income-oriented investments such as bond funds with lower correlation to equity markets.

**ALTERNATIVES:** Strategies that diversify from traditional asset classes into such investments as managed futures, real estate or market-neutral strategies to enhance diversification and/or lower portfolio volatility.

Target percentages are subject to change based on market conditions





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#### feltzwealthplan.com

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Content in this material is for general information only and not intended to provide specific advice or recommendations for any individual.

Investing involves risk including loss of principal.

#### Appendix A-Index Information:

Small Growth: Russell 1000 Growth TR USD: The index measures the performance of the large-cap growth segment of the US equity universe. It includes the Russell 1000 index companies with higher price-to-book ratios and higher forecasted growth values. It is market-capitalization weighted.

Small Value: Russell 1000 Value TR USD: The index measures the performance of the large-cap value segment of the US equity universe. It includes the Russell 1000 index companies with lower price-to-book ratios and lower expected growth values. It is market-capitalization weighted.

Large Growth: Russell 2000 Growth TR USD: The index measures the performance of small-cap growth segment of the US equity universe. It includes those Russell 2000 companies with higher price-to-value ratios and higher forecasted growth values. It is market-capitalization weighted.

Large Value: Russell 2000 Value TR USD: The index measures the performance of small-cap value segment of the US equity universe. It includes those Russell 2000 companies with lower price-to-book ratios and lower forecasted growth values. It is market-capitalization weighted.

**Emerging Markets: FTSE Emerging TR USD:** The index measures the performance of Large, Mid and Small cap securities listed in Advanced Emerging and Secondary Emerging countries.

International: MSCI ACWI Ex USA NR USD: The index measures the performance of the large and mid cap segments of the particular regions, excluding USA equity securities, including developed and emerging market. It is free float-adjusted market-capitalization weighted.

**Equity:** S&P500 Index: The Standard & Poor's 500 Index is a capitalization weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries.

**Fixed Income: Barclays US Aggregate Bond Index:** The Barclays U.S. Aggregate Bond Index is an index of the U.S. investment-grade fixed-rate bond market, including both government and corporate bonds.

S&P 500 Daily Risk Control 15% Index: An index that relies on the existing S&P 500 methodology and overlay mathematical algorithms to control the index risk profiles, dynamically rebalancing risk exposure to maintain a 15% volatility target. The launch date of the index was September 10, 2009. All information presented prior to the index launch test is back-tested. Back-tested performance is not actual performance, but is hypothetical. The back-test calculations are based on the same methodology that was in effect when the index was officially launched by S&P Dow Jones Indices.

Morningstar Diversified Futures Index: A fully collateralized futures index that offers a diversified exposure to global markets through exchange listed futures contracts in commodities, currencies and equities. The index has the ability to go both long and short providing greater flexibility and the potential to capture both upward and downward movements in price..

Indices are unmanaged and cannot be invested into directly. Unmanaged index returns do not reflect fees, expenses, or sales charges. Index performance is not indicative of the performance of any investment. Past performance is no guarantee of future results.