

PERSONALIZED INVESTMENT  
PROPOSAL FOR  
Bob Barker

PRESENTED BY  
Brandon Moss  
XYIS



# Welcome

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Dear Bob Barker,

I have worked to create a customized investment proposal for you. This proposal outlines our recommendations for investment strategies and management of your account in accordance with your specific financial goals. Those objectives, which are outlined in this document, have been established in accordance with the profile information you provided.

## Specifically, this Investment proposal:

- 1 Establishes reasonable expectations, objectives, and guidelines for the investment of your portfolio.
- 2 Sets forth an investment structure detailing the expected initial allocation among asset classes.
- 3 Creates the framework for a well-diversified asset mix that we believe will produce longterm returns in accordance with your level of risk.

## You and I each have distinct and important roles in the investment process:

- 1 Your role is to communicate your objectives, goals, and desired risk level by updating your investment profile when life changes occur.
- 2 I will monitor the funds within your portfolio on a daily basis. If market conditions warrant, I will follow a disciplined money management approach to reallocate your portfolio, while still seeking to meet your investment objectives.
- 3 I will also provide oversight to the entire process, meet with you regularly, and work closely with you to help achieve your financial goals.

Please contact me if you have any questions about these recommendations.

Sincerely,

Brandon Moss

## Investor Info

Name:  
Bob Barker

Registration Type:  
IRA Rollover

Investment Amount:  
\$100,000.00

Custodian:  
TD Ameritrade

## Investment Strategy

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Strategy Name:

Core

Allocation %:

100

Allocation \$:

\$100,000.00

### Strategy Summary

Our strategies are designed to be simple, straightforward, and cost-effective. We seek to provide global diversification among and within equity, fixed income, and other assets using investment strategies and research. Each of our investment strategies provides a strategic, cost-effective lineup that can range the risk spectrum based on the personalized nature of your financial life.

The portfolios exhibit a small-cap and value tilt in equities while maintaining close to a global market cap weight between US and International Equities. On the fixed-income side, we typically seek to target investment-grade bonds with short-to-intermediate-term maturities.

This Series primarily uses low-cost Exchange-Traded Funds (ETFs) and mutual funds from recognizable names in the industry such as Vanguard and iShares. It is designed to take advantage of the best philosophies and characteristics of those names.

### Key Features

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#### Total Return Focus

While yield is important, built for total return

#### Global Diversification

Strive for close to 50/50 US to International equity mix

#### Smaller Cap Bias

Focus on a more balanced equity market capitalization

#### Emerging + Frontier Markets

Global Reach

#### High Quality

AA Average fixed income rating

#### Low Duration

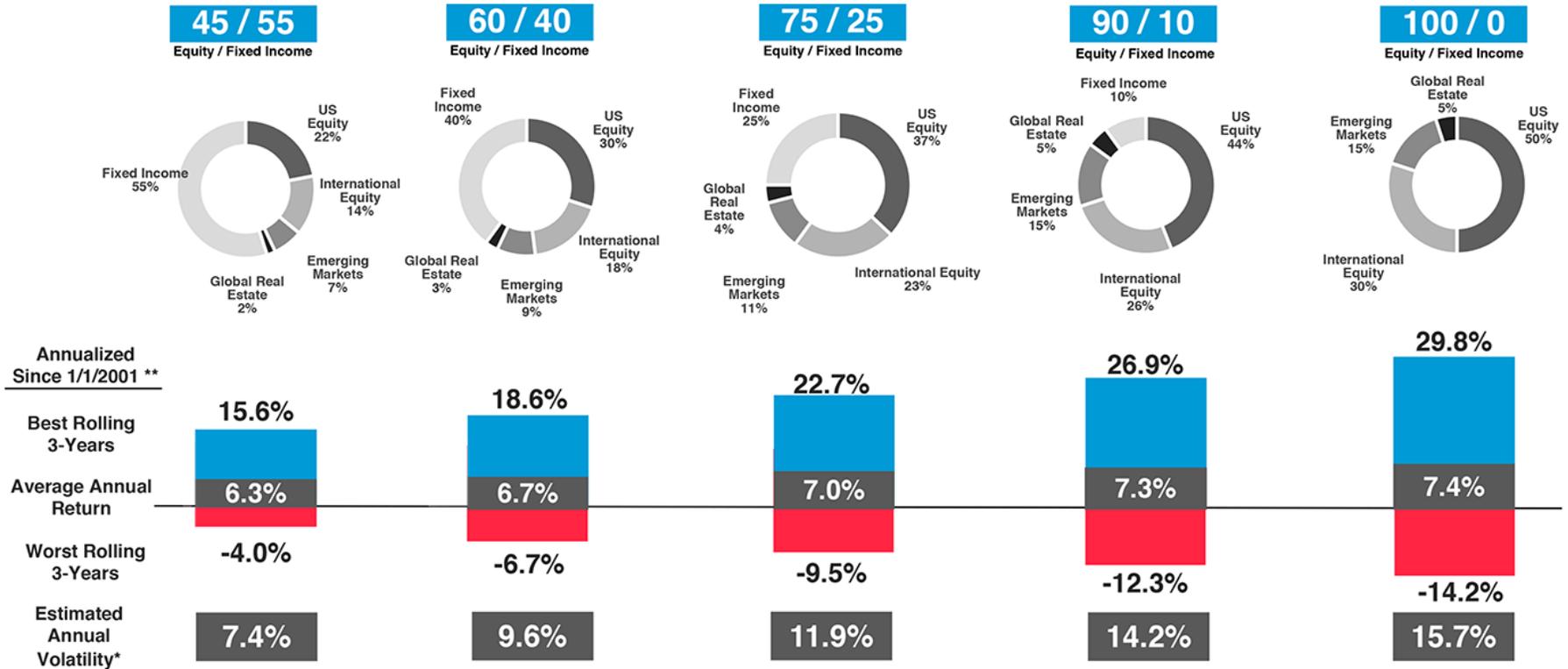
Low duration for a rising rate environment

#### Cost Effective (.14 - .29 %)

Range of the internal portfolio expense ratio\*\* for this series

# Historical Performance of Sample Index Allocations

Below are sample index allocations upon which XYIS designs its investment portfolios. The sample index allocations are intended to reflect the approximate range of potential experiences at each allocation level. However, because you cannot directly invest in an index, both the sample index allocations and performance of such index allocations do not represent the composition or performance of any actual XYIS investment portfolio. The charts below are purely for illustrative purposes. An investors portfolio is personalized based on a unique financial plan, values and other factors, and will therefore not necessarily reflect those of the sample index allocations below.



All data per Morningstar as of 12/31/2018

\* The unit of measurement for Annual Volatility standard deviation. Standard deviation is a statistical measurement of dispersion about an average, and depicts how widely a fund or portfolios returns varied over a certain period of time. The standard deviation is computed using the trailing monthly total returns for the appropriate time period. All of the monthly standard deviations are then annualized.

\*\* The date of 1/1/2001 the time frame is limited by the common inception date of the youngest index in the proxy, which is the MSCI Emerging Markets Index.

See Disclosures for description of indices used.

See the charts below for a breakdown of the indices utilized in the above Historical Sample Index Allocations.

## Equity Index Allocation

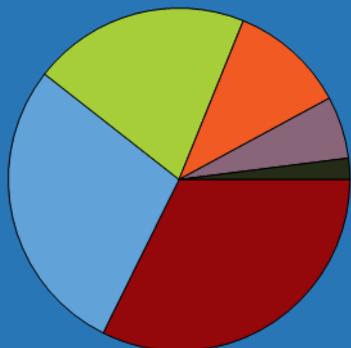
Equity Index Allocation	%
Russell 3000	30%
MSCI EAFE	30%
Russell 2000 Value	20%
MSCI Emerging Markets	15%
DJ US Select REIT	5%

## Fixed Income Index Allocation

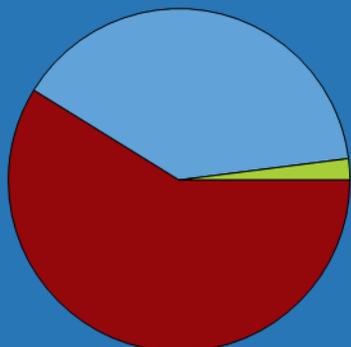
Bloomberg Barclays Global Aggregate Bond
ICE BofAML 1-5 Year US Corporate
ICE BofAML 5-10 Year US Corporate
ICE BofAML 5-10 Year US Treasury

## Allocation Overview Core

### Asset Categories



### Product Category Allocation



## Investment Strategy

Ticker	Investment	Asset Class	Allocation
IWV	iShares Russell 3000	US Equity	17.64%
IWN	iShares Russell 2000 Value Index	US Equity	11.76%
VEA	Vanguard FTSE Developed Markets	International Equity	11.76%
IGSB	iShares 1-5 Year Corporate Bond	US Bonds	11.76%
PFOAX	PIMCO International Bond (U.S. Dollar-Hedged) Fund Class A	Global Bonds	10.98%
VCIT	Vanguard Intermediate Term Corp Bond Index	US Bonds	8.23%
ITE	SPDR Barclays Intermediate Term Treasury	US Bonds	8.23%
VWO	Vanguard FTSE Emerging Markets	Emerging Markets	5.88%
VSS	Vanguard FTSE All World Ex-US Small Cap	International Equity	5.88%
HLMOX	Harding Loevner Frontier Emerging Markets Inv	International Equity	2.94%
RWO	SPDR Dow Jones Global Real Estate	US Equity	2.94%
CUSTODIAL_CASH	Custodial Cash	Cash	2.00%

We believe in placing your best interests first. Therefore, we are proud to commit to the following five fiduciary principles:

We will always put your best interests first.

We will act with prudence; that is, with the skill, care, diligence, and good judgment of a professional.

We will not mislead you, and will provide conspicuous, full and fair disclosure of all important facts.

We will avoid conflicts of interest.

We will fully disclose and fairly manage, in your favor, any unavoidable conflicts.

# Memorandum of Understanding

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**Investor**  
Bob Barker

## **Duties and Responsibilities:**

You must provide your Financial Advisor with all relevant information on financial condition, net worth, and risk tolerances. Whenever any changes to this information occur, you must notify your Financial Advisor promptly. You should read and understand the information contained in the prospectus of each fund (if applicable) and in any other relevant documents provided by your Financial Advisor.

**Financial Advisor:**  
Brandon Moss

## **Duties and Responsibilities:**

Brandon Moss is responsible for assisting you in making an appropriate asset allocation decision based on your particular needs, objectives, and risk profile. Your Financial Advisor will be available on a regular basis to meet with you and will periodically review your overall portfolio for continued suitability.

**Portfolio Manager:**  
XY Investment Solutions, LLC ("XYIS")

## **Duties and Responsibilities:**

XY Investment Solutions will monitor the funds within your portfolio on a daily basis. If market conditions warrant, XYIS will follow a disciplined money management approach to reallocate your portfolio, while still seeking to meet your investment objectives.

XY Investment Solutions, LLC ("XYIS") builds investment models through a technology solution, and supports financial planners with investment strategies based on research, experience, and sound rationale. XYIS primarily allocates client assets among various mutual funds and/or exchange-traded funds ("ETFs"). XYIS may also allocate client assets in individual debt and equity securities, options and independent investment managers. XYIS's services are based on long-term investment strategies incorporating the principles of Modern Portfolio Theory. XYIS manages client investments in portfolios on a discretionary basis. This information is not intended to be used as the primary basis for investment decisions, nor should it be construed as advice designed to meet the particular needs of an individual investor. Current performance may be lower or higher than the performance information quoted. Investing in mutual funds, ETFs, and other equity and debt securities involve risks, including loss of principal. An investor should consider a portfolio's investment objectives, risks, charges and expenses carefully before investing. The underlying funds' prospectus contain this and other important information. Please read any applicable prospectus carefully before investing. Investors cannot invest directly in an index. Indexes are unmanaged and reflect reinvested dividends and/or distributions, but do not reflect sales charges, commissions, expenses or taxes.

The performance data quoted represents past performance. Past performance does not guarantee future results and principal value will fluctuate so that an investor's investments, when redeemed, may be worth more or less than their original cost. Investing in foreign securities may involve certain additional risk, including exchange rate fluctuations, less liquidity, greater volatility and less regulation. Small company stocks may be subject to a higher degree of market risk than the securities of more established companies because they tend to be more volatile and less liquid. Bonds are subject to risks, including interest rate risk which can decrease the value of a bond as interest rates rise. REIT investments are subject to changes in economic conditions and real estate values, and credit and interest rate risks. The portfolio allocations are based on XYIS model portfolios, which may not be suitable for all investors. It may not reflect the impact material economic and market factors might have had on decision making if clients' money were actually being managed at that time. The performance information reflects various allocation changes made over time. Therefore, the underlying funds or other securities used in calculating the portfolio performance may not represent the trailing returns of portfolios and/or the funds or other securities currently available.

#### Description of Indices:

**Russell 3000 Index** is a market-capitalization-weighted equity index that tracks the performance of the 3,000 largest U.S.-traded stocks which represent about 98% of all U.S. incorporated equity securities. **Russell 2000 Value Index** is an unmanaged, market-value weighted, value-oriented index comprised of small stocks that have relatively low price-to-book ratios and lower forecasted growth values. **MSCI EAFE (Europe, Australasia, Far East) Index** is designed to measure the equity market performance of developed markets outside of the U.S. & Canada. **MSCI Emerging Markets Index** captures large and mid cap representation across 24 Emerging Markets (EM) countries and covers approximately 85% of the free float-adjusted market capitalization in each country. **Dow Jones U.S. Select REIT Index** tracks the performance of publicly traded REITs and REIT-like securities and is designed to serve as a proxy for direct real estate investment, in part by excluding companies whose performance may be driven by factors other than the value of real estate. The index is a subset of the Dow Jones U.S. Select Real Estate Securities Index. **ICE BofAML 1-5 Year US Corporate Index** is a subset respectively of ICE BofAML US Corporate Index including all securities with a remaining term to final maturity greater than or equal to 1 year and less than 5 years. **ICE BofAML 5-10 Year US Treasury and Corporate Indexes** are subsets respectively of ICE BofAML US Treasury and Corporate Indexes including all securities with a remaining term to final maturity greater than or equal to 5 years and less than 10 years. **Bloomberg Barclays Global Aggregate Bond Index** provides a broad-based measure of the global investment-grade fixed income markets (one version shown with its currency hedged back to the USD and is noted as such).