GUIDED WEALTH PORTFOLIOS

Guidance for Investors

Investment Process and Philosophy

LPL Financial

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Investment Process and Philosophy

With Guided Wealth Portfolios, you receive a diversified portfolio that matches your risk preferences and helps you work toward your unique financial goals, all while enjoying an at-your-fingertips digital investment experience.

This is combined with account monitoring that reviews your account annually for rebalancing and each quarter for tax-saving opportunities to not only keep your account in line with its goal, but potentially improve it for greater diversification and future growth.

You get insight into what's happening in your account through your online portal, and if you ever have any questions about your investment strategy, your advisor is just a phone call away.

Creating the Right Portfolio for You

Your portfolio makeup: exchange-traded funds

All Guided Wealth Portfolios are made up of a mix of cost-efficient exchange-traded funds (ETFs). An ETF is a type of fund that owns groups of assets, like stocks or bonds, and is designed to provide portfolio returns in line with a particular index, such as the S&P 500. ETFs can provide you a diversified portfolio and are traded like stocks, making it easier to take advantage of market changes and potential tax-saving opportunities.

Your Guided Wealth Portfolio account may contain up to 10 ETFs — six equity and four fixed income — each in line with a different index target and invested in U.S. or foreign stocks and bonds.

The three-step portfolio building process

Guided Wealth Portfolios' three-step process is what determines which portfolio is right for you based on your individual goals, investment timeline, and feelings about risk in your investments. You can visit an online portal to walk through this process yourself, or your advisor may submit it for you after a discussion.

1. What's your goal?

You'll choose from three primary goal options:

- **Retirement:** You want to potentially grow your account for retirement.
- **Major purchase:** You want to save and invest for a home, car, vacation, etc.
- **General investing:** You don't have a specific goal in mind, but you want to start investing for the future.

2. What's your investment horizon?

If you're investing for retirement or a major purchase, your investment time frame will be the key factor in determining your initial portfolio allocations.

3. What's your risk preference?

Next, you'll answer a series of risk preference questions, either online or with your advisor to clarify your risk preferences, which are a key determining factor in your investment allocation track:

- **Taking on more risk,** which means you'll have relatively more equity exposure in your portfolio.
- **Taking on less risk,** which means you'll have relatively more fixed income exposure in your portfolio.
- **A mixed approach,** which means you'll have a relatively balanced mix of equity and fixed income exposure in your portfolio.

If you're investing for retirement or a major purchase, time will be the primary determining factor in your portfolio allocation. On the other hand, if you're investing for general purposes, your risk preference will be the primary determining factor in your portfolio allocation. In addition to the above, LPL Research's strategic investment views are included as a secondary input when determining your investment allocation track based on the risk level you've chosen.

Portfolio Glidepath and Investment Objectives

If you're investing for retirement or a major purchase, you'll get what's called a portfolio glidepath, which will "glide" you toward your goal over time and work toward one of five investment objectives.

For retirement or a major purchase, these objectives may shift over time as you move along your portfolio glidepath. With general investing, your portfolio will be aligned with one of these objectives and remain static.

- **Income with Capital Preservation:** Lowest level of risk. Emphasis on income and preventing capital loss.
- **Income with Moderate Growth:** Emphasis on current income with some focus on moderate capital growth.
- **Growth with Income:** Emphasis on modest capital growth. Certain assets included to generate income and reduce overall volatility.
- **Growth:** Higher-than-average risk. Emphasis on achieving high long-term growth and capital appreciation.
- **Aggressive Growth:** Highest level of risk. Emphasis on aggressive growth and maximum capital appreciation.

Retirement and major purchase goals: how they work and investment methodology

With a retirement or a major purchase goal, your initial account allocation is based primarily on your time until your goal date, as, generally, the more time you have until your investment goal, the more aggressive your investments should be. As you approach your goal year, your allocation will generally become more conservative. Your specific glidepath is also based on your risk preferences. For example, if your answers to the risk preference questionnaire indicate you're a conservative investor, your glidepath will be assigned to the conservative allocation track, as shown in the charts below and on the next page.

The stated investment objectives below are the primary objectives. Allocations at any point in the glidepath are also based on a composite of LPL Research's investment objectives which are tied to your risk preference. If you're taking a mixed approach to risk, the aggressive objective is displayed as the primary objective.

Reading your portfolio glidepath

Your starting target allocation on the major purchase glidepath is determined by combining the number of years to goal with your risk preference-based investment allocation track.

For instance, if you're investing for Major Purchase with 8+ years left and an aggressive allocation track, your starting allocation would be 95% equities, 3% fixed income, and 2% cash. Over time, your glidepath adjusts your target allocation as you approach your goal. Also, the retirement glidepath on the next page works in a similar fashion, combining years to retirement with the investment allocation track.

Actual portfolio investments may vary based on LPL Research's views. It's important to know that more weight is given to your investment time frame than your risk preferences when you begin investing. For more details, ask your advisor for the Capital Market Assumptions and Strategic Asset Allocations brochure.

Major Purchase Glidepath Target Allocations and Primary Investment Objectives

- Income with Capital Preservation
- Income with Moderate Growth
- Growth with Income
- Growth
- Aggressive Growth

Years to goal	Conservative investment Allocation Track			Moderate investment Allocation Track			Aggressive investment Allocation Track		
	Equity	Fixed	Cash	Equity	Fixed	Cash	Equity	Fixed	Cash
< 1 year	0	30	70	0	50	50	0	70	30
1–2 years	22	28	50	26	44	30	26	64	10
2–4 years	35	35	30	40	50	10	40	55	5
4–8 years	55	35	10	60	35	5	65	33	2
8+ years	82	13	5	91	7	2	95	3	2

There is no guarantee that the Guided Wealth Portfolios portfolios will achieve their stated investment objectives. Cash includes cash-like instruments including ultrashort bonds.

Retirement Glidepath Target Allocations and Primary Investment Objectives

Income with Capital Preservation · Income with Moderate Growth · Growth with Income · Growth · Aggressive Growth

Years to retirement	Conservative investment Allocation Track			Moderate investment Allocation Track			Aggressive investment Allocation Track		
	Equity	Fixed	Cash	Equity	Fixed	Cash	Equity	Fixed	Cash
0 or neg.	22	68	10	31	62	7	40	55	5
1	23	68	9	32	62	6	41	55	4
2	24	68	8	33	62	5	42	55	3
3	25	68	7	34	62	4	43	55	2
4	26	68	6	35	62	3	44	54	2
5	26	69	5	35	63	2	45	53	2
6	27	69	4	36	62	2	46	52	2
7	28	69	3	37	61	2	47	51	2
8	29	69	2	38	60	2	48	50	2
9	30	68	2	39	59	2	49	49	2
10	31	67	2	40	58	2	50	48	2
11	34	64	2	43	55	2	53	45	2
12	36	62	2	46	52	2	56	42	2
13	39	59	2	49	49	2	59	39	2
14	42	56	2	52	46	2	62	36	2
15	45	53	2	55	43	2	65	33	2
16	48	50	2	58	40	2	69	29	2
17	51	47	2	61	37	2	72	26	2
18	54	44	2	64	34	2	75	23	2
19	57	41	2	68	30	2	79	19	2
20	60	38	2	71	27	2	82	16	2
21	63	35	2	74	24	2	85	13	2
22	67	31	2	78	20	2	87	11	2
23	70	28	2	81	17	2	90	8	2
24	73	25	2	84	14	2	92	6	2
25	76	22	2	86	12	2	93	5	2
26	80	18	2	89	9	2	95	3	2
27	83	15	2	92	6	2	95	3	2
28	85	13	2	93	5	2	95	3	2
29	88	10	2	95	3	2	95	3	2
30	91	7	2	95	3	2	95	3	2
31	93	5	2	95	3	2	95	3	2
32	95	3	2	95	3	2	95	3	2
33+	95	3	2	95	3	2	95	3	2

Data represents glidepath target allocations. Actual allocations in each Investment Objective are subject to fluctuate based on LPL Research's strategic investment views. There is no guarantee that the portfolios will achieve their stated investment objectives. Within portfolios, cash may be allocated to cash-like instruments such as ultrashort bonds.

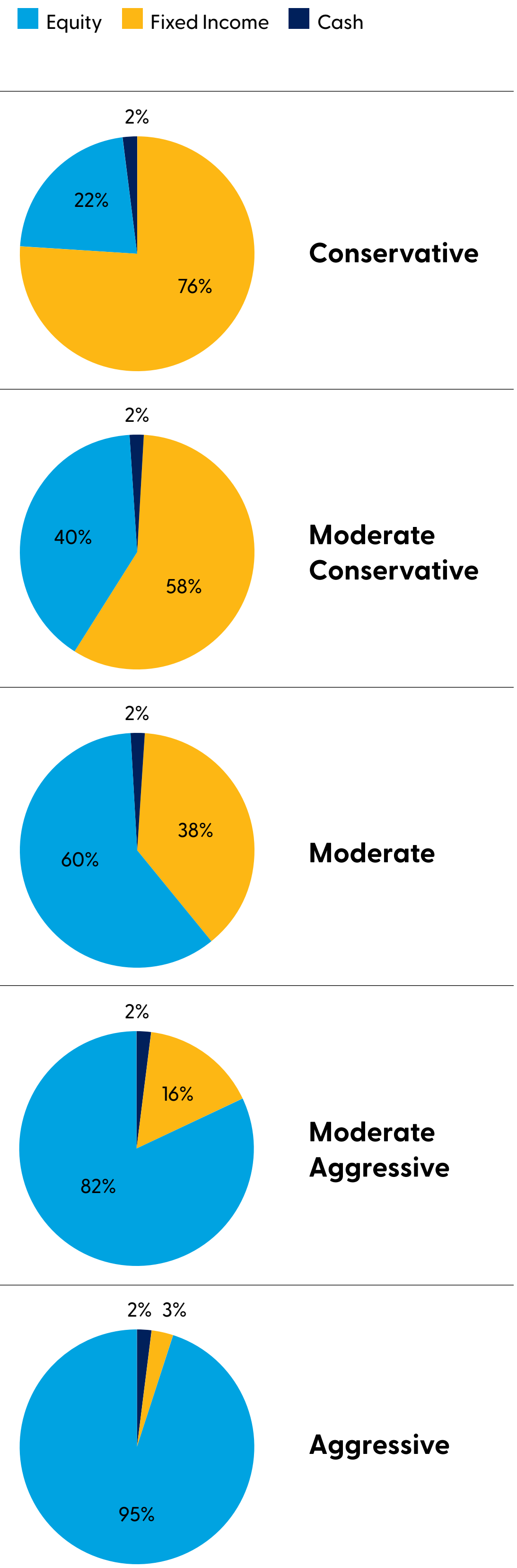
The General Investing Process

General investing goal

If you want to invest for general purposes, you'll receive an investment allocation aligned with one of the five investment objectives based on your stated risk preference. Unlike the other two Guided Wealth Portfolios goals, the general investing goal isn't tied to a specific timeline, so you will remain in that investment objective unless your risk preference changes.

With general investing, your portfolio allocations will be aligned with LPL Research's strategic investment views relevant to your investment objective over time. Each of these investment objectives correspond to a portfolio and a breakdown of the current portfolio allocations can be seen on the right. For details on how LPL Research's investment views are formed, ask your advisor for a copy of the Capital Market Assumptions and Strategic Asset Allocations brochure.

General Investing Allocations



Allocations in each Investment Objective are subject to fluctuations based on updates to LPL's Strategic Asset Allocation (SAA).
Cash includes cash-like instruments including ultrashort bonds.

Additional Features

Rebalancing

Guided Wealth Portfolios looks at your account annually and looks to determine if the markets caused your portfolio to drift too far from its intended allocation. It will then buy or sell investments if necessary to keep your portfolio in line with your goals.

Tax-saving strategies

Guided Wealth Portfolios also analyzes your account to look for tax-loss harvesting opportunities each quarter to help you potentially save on taxes. This means Guided Wealth Portfolios may sell a security that has experienced a loss in an attempt to offset taxes you could incur on gains or income from other securities in your portfolio. The proceeds will be reinvested into replacement securities until appropriate to repurchase the primary model security. In some investing scenarios, this type of tax-saving strategy is only available for investors with larger account sizes, but with Guided Wealth Portfolios, it's available for all taxable accounts, regardless of account size, subject to minimum loss requirements.

Guided Wealth Portfolios fees and costs

Your financial advisor has established what they believe to be an appropriate Account Fee, which is based on your assets under management (including cash holdings). Fees are billed in quarterly installments and deducted from each of your eligible accounts. Certain other fees may apply pursuant to the terms of your Account Agreement, including, but not limited to, underlying fund expense ratios.

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Get started with Guided Wealth Portfolios
Guided Wealth Portfolios provides sophisticated investment strategies along with access to your personal advisor, and 24/7 online access to your portfolio for greater transparency. To get started, contact your financial advisor.

The tax-loss harvesting and other tax strategies discussed should not be interpreted as tax advice and there is no representation that such strategies will result in any particular tax consequence. Clients should consult with their personal tax advisors regarding the tax consequences of investing. LPL Financial does not provide tax advice.

Guided Wealth Portfolios (GWP) is a centrally managed investment program sponsored by LPL Financial LLC (LPL). Guided Wealth Portfolios generates investment recommendations based upon model portfolios constructed by LPL. If you are receiving advisory services in Guided Wealth Portfolios from a separately registered investment advisor firm other than LPL, LPL is not affiliated with such advisor. LPL investment advisors are registered with the U.S. Securities and Exchange Commission, and LPL is a member of FINRA/SIPC.

All investing involves risk including loss of principal. No strategy assures success or protects against loss. There is no guarantee that a diversified portfolio will enhance overall returns or outperform a nondiversified portfolio. Diversification does not protect against market risk. Asset allocation does not ensure a profit or protect against a loss.

An investment in Exchange Traded Funds (ETF), structured as a mutual fund or unit investment trust, involves the risk of losing money and should be considered as part of an overall program, not a complete investment program. An investment in ETFs involves additional risks such as non-diversification, price volatility, competitive industry pressure, international political and economic developments, possible trading halts, and index tracking errors.

Rebalancing a portfolio may cause investors to incur tax liabilities and does not assure a profit or protectagainst a loss.

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