

# EXCLUSIVE STRATEGIES FOR UNIQUE GOALS

Manager Select





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# YOUR FINANCIAL SITUATION IS UNIQUE TO YOU

YOU MAY HAVE A VARIETY OF INVESTMENT GOALS THAT RANGE FROM CAPITAL PRESERVATION TO ACCUMULATION TO WEALTH-TRANSFER ISSUES TO TAX CONSIDERATIONS. THERE MAY EVEN BE SPECIFIC TYPES OR GROUPS OF SECURITIES YOU PREFER TO USE IN YOUR INVESTMENT STRATEGY. BECAUSE YOUR GOALS ARE EXCLUSIVE TO YOU, YOU NEED AN EXCLUSIVE STRATEGY.



# ADVANTAGES OF SEPARATELY MANAGED ACCOUNTS

**SEPARATELY MANAGED ACCOUNTS (SMAs) MAY PROVIDE THE TYPE OF CUSTOMIZATION YOU WANT AND CAN BE THE BUILDING BLOCKS OF A DIVERSIFIED, WELL-THOUGHT-OUT PORTFOLIO STRATEGY.**



## Potential Benefits of Separate Accounts

- Full-time professional supervision
- Ownership of individual securities
- Transparency into account activity
- Potential tax-efficient investing
- Custom-tailored portfolios
- Tactical asset allocation
- Diversification among managers, asset classes, and market sectors
- Comprehensive analysis and reporting
- One fee: no trading fees or ongoing commissions

An SMA is a private portfolio made up of actively managed individual securities. The separate account model, used by large institutions and pension plans, extends the potential advantages of flexibility, tax efficiency, and control to your portfolio. Some of these features may not be available to individual investors through other solutions.

Because you own the individual securities instead of blocks of securities in which your assets are combined with those of other investors, we can closely monitor the portfolio together, view what's happening with each security, and evaluate changes made. Owning individual securities through SMAs also means you can benefit from tax flexibility and potentially reduce your tax impact.

Through SMAs, your account can be customized with various asset types

and strategies and tailored to your specific requirements. You can also request that your SMA exclude investments in certain sectors or types of securities. As a result, you get a customized strategy designed specifically to help you work toward your objectives.

Using the Manager Select platform, we'll work to determine the appropriate mix of SMAs for your individual goals. Based on your objectives, I'll select SMAs that give you access to specialized institutional money managers—many of whom may not be available to individual investors outside of Manager Select, unless high account minimums are met.

With Manager Select, you'll receive a personally crafted portfolio of individual securities managed by professional money managers and overseen by me, your financial advisor.





# A COMPELLING COMBINATION OF FEATURES

## MANAGER SELECT COMBINES SEVERAL INVESTMENT SERVICES INTO A CUSTOM-TAILORED WEALTH MANAGEMENT PLATFORM.

Manager Select includes investment planning, strategy development, manager selection, portfolio construction, ongoing management and monitoring, trade execution, and performance measurement. Through Manager Select, you'll receive:

### Portfolio customization

Manager Select offers truly customized portfolio construction and management based on your unique circumstances and personal investment objectives. You may choose to exclude specific securities from your portfolio for business, moral, ethical, or other reasons.

### Tax control

Because your account is individually managed, we can make strategic planning decisions together to help minimize adverse tax consequences whenever possible. With Manager Select, you maintain your own tax basis with separate accounts and can harvest tax gains and losses throughout the year.

### Reduced account minimums

Through Manager Select, you gain access to institutional money managers—many of whom would require higher account minimums if engaged independently.

### One fee

Your account is charged a single fee that includes all fees and charges for our services, as well as those provided by the money manager and LPL.

### Experienced money management

LPL Research, my valued research partner, screens hundreds of money managers and performs detailed due diligence before placing managers on the platform. The Research analysts meet with any recommended money managers in person and maintain an ongoing dialogue through conference calls, industry conferences, and questionnaires to track both the management process and the individuals behind the investment decisions. The team also reviews the manager's organization itself, including infrastructure, performance, compliance, and growth issues. The managers available on the platform are institutional, often not available to individual investors, and offer a variety of investment styles and asset class approaches.

### Performance reporting

You'll be able to monitor your account and the individual securities within your portfolio on an ongoing basis. Each quarter, you'll receive a summary to help us determine if we're on track to help you meet your goals.



### Your Total Wealth Management Strategy

- Professional supervision
- Disciplined investment approach
- Tax-efficient strategies
- Flexible parameters defined by your needs
- Thorough and objective research
- Responsive to shifting market conditions



# THE MANAGER SELECT PROCESS

## A CUSTOM-TAILORED METHODOLOGY.

Our methodology is designed to provide you with a balanced portfolio that includes an optimal blend of stocks, bonds, and/or cash equivalents suited to your personal goals, your time horizon, and how much risk you're comfortable assuming. These steps outline how we'll create your portfolio:



### 1 Defining Your Investment Goals and Objectives

Through a series of questions, I'll create a profile to determine your investment objectives. Some of the important factors will include: how much money you have to invest and over what period of time; what other assets you own; how your current obligations or income needs may affect your investments; and what level of risk you're willing to accept to meet your goals. As part of this step, I'll work with you to decide if any special customization is needed, such as securities or sectors restricted and tax requirements.

### 2 Constructing Your Custom Portfolio

Based on your individual circumstances and goals, I'll determine which investments and strategies we should use to build your portfolio.

### 3 Selecting Individual Managers

I'll research the variety of money managers available through Manager Select and select those who employ the investments and strategies that fit with your objectives. Depending on your circumstances,

I may choose multiple managers to provide the right amount of diversification and assist in managing the volatility of your returns while addressing your financial goals. I'll work with you to ensure we select the right managers for your preferences.

### 4 Communicating with Managers

Once we've decided on the managers we'll use in your portfolio, I'll get in touch with the managers on your behalf and communicate any customization requests to ensure they're factored into the policies that will govern your account.

### 5 Managing and Monitoring Your Portfolio

Once your account is established and your assets are invested with the selected managers, the longer-term tasks of monitoring and maintaining your portfolio begins. I'll scrutinize your portfolio on an ongoing basis to ensure the managers' actions continue to align with your goals and objectives. If your portfolio needs change, we'll reevaluate your investment strategy together and discuss alternatives.

No strategy assures success or protects against loss. Aggressive growth strategies carry a higher degree of risk. Stock investing involves risk, including loss of principal.

# YOUR PERSONAL PORTFOLIO MANAGEMENT TEAM

SEVERAL INDIVIDUALS AND TEAMS OF SEASONED PROFESSIONALS WORK IN CONCERT TO HELP ENSURE YOUR ASSETS ARE APPROPRIATELY INVESTED.

Choosing the right resources to manage your wealth is one of the most important decisions you'll ever make. Working together, we can construct a highly individualized investment program using money managers through Manager Select.



## Financial Advisor

- Works with you to define investment goals and objectives
- Develops investment plan and strategy
- Analyzes diversification
- Recommends asset allocation parameters
- Provides service and education
- Coordinates team members
- Recommends money managers
- Communicates with money managers
- Conducts regular portfolio reviews
- Communicates with you



## LPL Research

- Conducts due diligence on all money managers
- Evaluates and recommends managers
- Conducts quantitative and qualitative organizational research
- Analyzes risk measurement
- Provides peer-group analysis
- Evaluates risk-adjusted returns
- Calculates market performance in up and down markets
- Assesses a manager's style consistency



## Money Manager

- Researches and selects securities
- Executes securities transactions
- Monitors markets and economy
- Adheres to investment style and policies
- Incorporates customization requests
- Communicates with your financial advisor

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

This information is not intended to be a substitute for specific, individualized tax, legal, or investment planning advice. We suggest that you discuss your specific tax issues with a qualified tax advisor.

## Important Disclosures

The Optimum Market Portfolios are accounts that allocate your portfolio's assets among underlying Optimum Funds within ranges designed to meet your investment objective. Depending on your investment goals and objectives, your financial advisor will help you select a portfolio designed by the LPL Financial Research Department. See the Optimum Funds' prospectus for special risks that may be associated with the underlying funds. All mutual funds are subject to market risks and an investor may receive more or less than the original investment at redemption.

Macquarie Investment Management (MIM), a member of Macquarie Group, refers to the companies comprising the asset management division of Macquarie Group. Investment products and advisory services are offered by and referred through affiliates which include Delaware Distributors, L.P., a registered broker/dealer and member of FINRA; and Macquarie Investment Management Business Trust (MIIMBT), an SEC-registered investment advisor. Macquarie Group refers to Macquarie Group Limited and its subsidiaries and affiliates worldwide.

**All Optimum Funds are offered by prospectus only. Investors should consider the investment objectives, risks, charges, and expenses of the investment company carefully before investing. The prospectus contains this and other information about the investment company. You can obtain a prospectus from your financial advisor. Read the prospectus carefully before investing.**

There are advisory fees and other charges associated with an Optimum Market Portfolios advisory account. Please see LPL's Form ADV Part 2A Program Brochure for Optimum Market Portfolios for more information. In addition, there are fees and expenses associated with the Optimum Funds held in an Optimum Market Portfolios account. For more information about Optimum Funds fees and expenses, please see the Optimum Funds' prospectus.

In choosing to participate in an SMA, investors should carefully consider the amount they plan to invest, their investment objectives, and the SMA's investment objectives, risks, charges, and expenses before investing. Investing in an SMA involves direct ownership of the assets purchased by the investment manager on the investor's behalf. Therefore, all investors should understand and be able to bear all of the risks associated with the underlying assets. The amount and type of investment restrictions are subject to change and manager's acceptance.

The structure of SMAs exposes them to special risks including taxation risk, portfolio risk, and potentially high fees. SMA management fees vary by manager, but typically are: 0.05% to 0.40% for model delivery equity strategies, 0.50% for non-model delivery equity strategies, 0.15% for bond ladder strategies, and 0.30% for non-ladder fixed income strategies. The maximum platform fee for a model delivery strategy is 0.35% which excludes any applicable investment management or advisor fees. The maximum possible account fee is 2.5%. To view specific fees for individual portfolio managers, please contact your advisor.

This material was prepared by LPL Financial, LLC.

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