



# Separately Managed Account (SMA Option)

THE PACIFIC FINANCIAL GROUP, INC.

## Primary Benefits

Customization

Tax sensitivity

Broad diversification

Active management

20+ year track record

\$100,000 minimum

A separately managed account (SMA) is a highly custom portfolio that contains investment positions designed for specific client needs – and one that can be tuned for particular tax sensitivities.

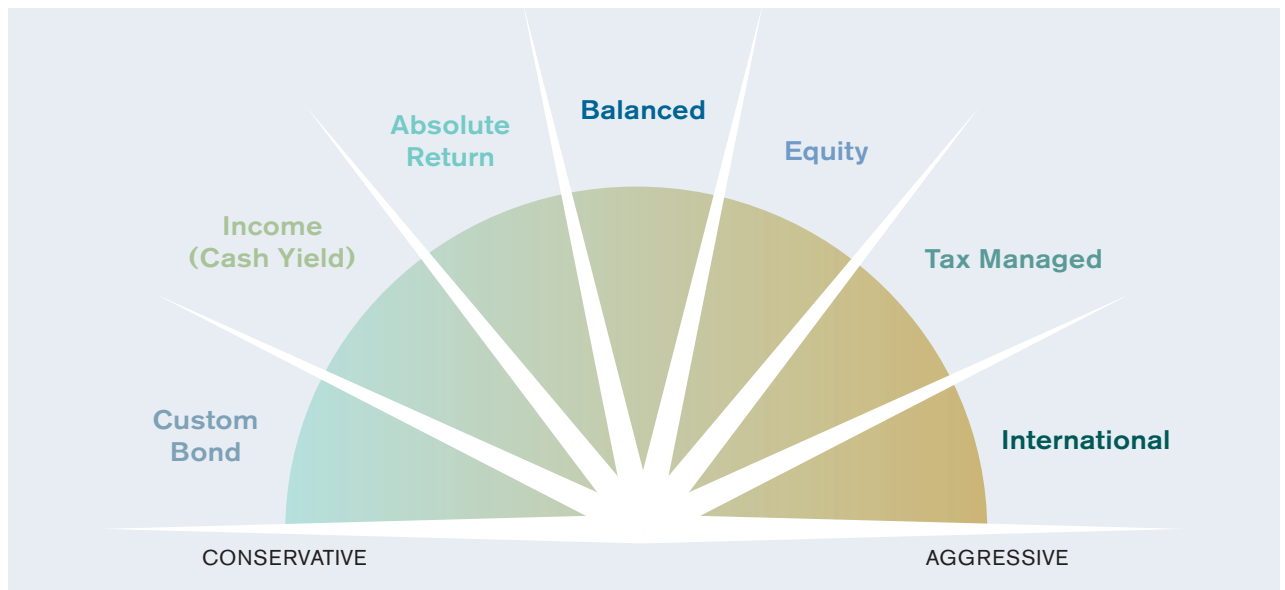
We offer seven SMA strategies (see back) that combine stocks, bonds, no-load mutual funds, exchange-traded funds and hedging positions to meet and achieve the broad variety of goals of today's investors. Two of these strategies have an inception date of December 31, 1984 and have produced returns significantly greater than their respective benchmarks.

The SMA option is ideal for the client who wants full transparency of the securities held in their account and the weightings of the various asset categories in which they are invested. It enables our portfolio-management team to maintain an approach that is consistent with a client's investment objectives, even amid changing market conditions, while they monitor account activities.



# SMA Investment Strategies

THE PACIFIC FINANCIAL GROUP, INC.



**The portfolios are ranked in order of risk, beginning with the most conservative.**

**Custom Bond** This strategy is primarily focused on generating income and preserving capital while keeping volatility low. It is crafted for each client based on their specific fixed-income needs.

**Income (Cash Yield)** This strategy addresses the growing demand from investors who want an income stream, but also want 100% liquidity. Using a broad variety of investment tools, this low-risk strategy is well-suited for investors with illiquid investments who seek an income stream with liquidity.

**Absolute Return** This strategy is for the risk-averse investor who wants some participation in the market. Its guiding principle is to attempt to avoid a negative return in any rolling 12-month period. A defensive portfolio, it may experience high turnover and may build high proportions of cash as dictated by market pressures.

**Balanced** One of our flagship strategies, this approach is for the more conservative investor who seeks less volatility and competitive returns. Since 1984, this blended, fixed-income strategy has produced returns just below the S&P 500 with nearly half of the standard deviation.

**Equity** One of our flagship strategies, this approach is for the investor who wants full market participation and equity diversification. This strategy has successfully exceeded the returns of the S&P 500 since 1984, net of all fees, and has done so with historically less standard deviation.

**Tax Managed** This flexible strategy is for investor whose concentrated portfolio has embedded gains or who has other tax sensitivities. It offers individual management and the ability to convert tax liabilities to long-term capital gains.

**International** This strategy is for the investor comfortable with the potential volatility of international markets, who seeks broader diversification and who wants to capture return from fast-growing international sectors. Benchmark: MSCI EAFE Index.