

# Managed Income

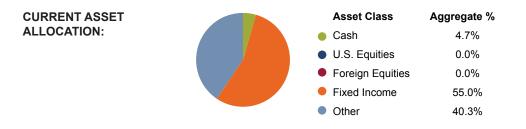
GIPS® Inception: April 1, 2012

Data as of March 31, 2019

## **OBJECTIVE:** Risk-managed current income

**INVESTMENT STRATEGY:** The Appleton Group Managed Income Portfolio invests mainly in a variety of fixed income and dividend paying exchange traded funds (ETFs). It employs an ETF trend-following discipline designed to systematically adjust the portfolio as market conditions change. This strategy seeks to invest exclusively in ETFs whose current price trend is rising, while eliminating exposure to ETFs whose current price trend is falling.

**SUITABILITY:** This risk-managed portfolio is utilized primarily by individual investors who seek a current income and professional guidance to manage (but not eliminate) investment risk.



| CURRENT HOLDINGS:                            |   | Target | Actual |
|--|---|--------|--------|
| SPDR Barclays High Yield Bond (JNK)          | • | 20.00% | 19.90% |
| PowerShares Preferred (PGX)                  | • | 20.00% | 20.30% |
| SPDR Barclays Capital Convertible Sec (CWB)  | • | 20.00% | 20.00% |
| Vanguard Short-Term Corp Bnd Idx ETF (VCSH)  | • | 15.00% | 14.20% |
| iShares iBoxx Investment Corp Bond (LQD)     | • | 10.00% | 10.50% |
| iShares JPMorgan Emerging Markets Bond (EMB) | • | 10.00% | 10.40% |
| Cash & Cash Equivalents                      | • | 5.00%  | 4.70%  |

| Trailing Performance            |      |        |       |       |      | Portfolio Statistics |                                    |      |       |      |       |       |
|---------------------------------|------|--------|-------|-------|------|----------------------|------------------------------------|------|-------|------|-------|-------|
|                                 | 3-mo | YTD    | 1-yr  | 3-yr  | 5-yr | 10-yr                |                                    |      |       |      |       |       |
| Actual                          | 4.23 | 4.23   | 1.81  | 3.39  | 2.33 | -                    | Portfolio Weighted Average Expense |      |       |      | 0.34% |       |
| Model - SUPPLEMENTAL            | N/A  | N/A    | N/A   | N/A   | N/A  | N/A                  | Estimated Annual Trading Expense   |      |       |      | \$50  |       |
| US Active Fund Multisector Bond | 4.18 | 4.18   | 3.10  | 4.58  | 2.93 | 6.69                 | Target Yield                       |      |       |      |       | 4.97% |
| Calendar Year Performance       |      |        |       |       |      |                      |                                    |      |       |      |       |       |
|                                 | 2007 | 2008   | 2009  | 2010  | 2011 | 2012                 | 2013                               | 2014 | 2015  | 2016 | 2017  | 2018  |
| Actual                          | -    | -      | -     | -     | -    | -                    | -1.97                              | 3.01 | -1.58 | 6.90 | 6.86  | -3.65 |
| Model - SUPPLEMENTAL            | N/A  | N/A    | N/A   | N/A   | N/A  | N/A                  | N/A                                | N/A  | N/A   | N/A  | N/A   | N/A   |
| US Active Fund Multisector Bond | -    | -15.07 | 29.19 | 11.43 | 3.55 | 11.61                | 1.84                               | 3.68 | -2.17 | 7.52 | 6.07  | -1.52 |

100 W. Lawrence Street, Suite 306 Appleton, WI 54911 Not FDIC Insured • May Lose Value No Financial Institution Guarantee 920.993.7727 www.appletongrouponline.com

#### **Benchmark Description:**

The **Morningstar US Active Fund Multisector Bond Category** is a composite of fixed income strategies and represents a "best-fit" benchmark for the portfolio. You cannot invest directly in a category. The benchmark is not intended as direct comparisons to the performance of the portfolio. Instead, it is intended to represent the performance of certain sectors of the overall fixed income market so that an investor may compare the effects of material market or economic conditions on the results portrayed. Respectively, the volatility and performance of the reported benchmark may be greater than or less than the volatility and performance of the investment portfolio.

#### Actual Performance Disclosure: Model - Supplemental Performance (if provided) Disclosures: Actual performance quoted represents past performance and is no guarantee of future results. The Appleton Model - Supplemental Performance is theoretical and is provided as separate, supplemental data as allowed 1. 1. Group claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and in Section 4-14 of the 2010 GIPS Handbook and is not representative of any actual investor outcomes for the presented this report in compliance with the GIPS standards. The Appleton Group has not been independently investment strategy in the time period indicated. Supplemental performance is provided to satisfy the spirit and verified. principles of the GIPS standards: fair representation and full disclosure of strategy risks and potential rewards over a full market cvcle. 2 Actual performance statistics for April 1, 2012-present represents actual client performance 2. The Model - Supplemental Performance is presented net of management fees, and net of trading costs and calculated using the Global Investment Performance Standards (GIPS). investment expenses as allowed in section 5.B.1 of the 2010 GIPS Handbook. 3. While performance is compared to the benchmark indicated, client accounts may be fully invested, partially The performance results of the underlying investment strategy in the Model - Supplemental Performance assumes 3. invested in cash equivalents, invested in inverse ("bear market") funds and/or "short" the market, depending on the the reinvestment of dividends, interest, and capital gain distributions and other earnings. portfolio selected. The actual amount of time invested in the market will vary with market conditions. 4. Model - Supplemental Performance has certain inherent limitations, including: (1) the investment strategy does not 4. The principal value and return of ETFs and other mutual funds will fluctuate with changing market conditions, and represent actual trading and may not reflect the impact that material economic and market factors might have had may be worth more or less than your initial investment. All dividend, interest, and capital gain distributions assume on an asset manager's decision-making if an asset manager were actually managing the portfolio; (2) the investment strategy may reflect an investment strategy not historically implemented by any investor; (3) the investment strategy may NOT represent returns that any investor actually attained; (4) the investment strategy may NOT be an accurate reinvestment. Performance statistics do not consider potential tax liabilities as a result of management activity. Please consult your tax advisor for further information. indicator of future results; and (5) back-tested trade strategies are developed with the benefit of "hindsight" and have inherent limitations. (6) Deviation from the models has produced and will produce substantially different results. 5 The actual performance quoted is net of management fees, and net of trading costs and investment expenses. An investment pursuant to this strategy is subject to market risk and an investor may experience loss of principal. 5. Full Market Cycle consists of one complete bull and bear market, and is defined as 1/1/2007 - present. There are 15 accounts in Managed Income: Market Value of \$2.4 million which is 1.29% of Firm Assets which are 6 6 Model portfolio performance reflects historic investment outcomes for listed assets managed either using third-\$185.9 million as of March 31, 2019. party trend-following research (MarketEdge<sup>™</sup> prior to 1/1/2012, clearTREND® thereafter) or static asset allocation. depending on composite. 7. The Equal-Weighted Dispersion is 0.34

### Principal Risks:

#### Loss of Money

An investor may lose money when he or she buys or sells the investment, including part of the principal.

#### Market Volatility

The market value of the portfolio's securities may fall rapidly or unpredictably due to changing economic, political or market conditions.

#### Active Management

Performance is subject to the risk that the advisor's investment strategies are not suited to achieving the investment objective or do not perform as expected, which may cause the portfolio to lose value or underperform investments with similar objectives/strategies.

#### Portfolio Turnover

Active trading may create portfolio turnover of 100% or more, potentially resulting in increased transaction costs.

#### Exchanged Traded Funds (ETFs)

Assets invested in ETFs generally reflect the risks of owning the underlying securities they are designed to track, although they may be subject to greater liquidity risks and higher costs than owning the underlying securities directly due to their management fees.

#### Portfolio of Funds

A portfolio's risks are closely associated with the risks of the securities held by underlying funds. The ability of the portfolio to meet its investment objective depends on the ability of the underlying funds to meet theirs.

#### General Disclosures:

The Appleton Group Portfolios are not mutual funds. As market conditions fluctuate, the investment return and principal value of any investment will change. Before investing in any investment portfolio, the client and financial advisor should carefully consider the client's investment objective, time horizon, risk tolerance, and fees. Diversification may not protect against market risk. There are risks involved with investing, including possible loss of principal. Appleton Group LLC utilizes ETFs as the primary underlying investment vehicle. Since each Appleton Group LLC portfolio is a "portfolio of funds" an investor will indirectly bear fees and expenses charged by the underlying ETFs and investment's performance may be impacted by its concentration in a certain type of security, adherence to a particular investing strategy or unique aspect of its structure and costs.

Performance results for clients invested pursuant to this proposal will vary due to market conditions and other factors, including cash flows, fund allocations, frequency and precision of rebalancing, cash balances, varying custodial fees, and the timing of fee deductions. As a result, actual performance for client accounts may differ materially from, and may be lower than, that of this presentation.

Part of the information in this presentation is based on data received from third parties and has not been independently verified as accurate. Such Information is believed to be reliable but is not guaranteed.

This presentation is being provided by the Appleton Group, LLC, a SEC registered investment adviser. You must review the Appleton Group, LLC's Form ADV PART 2A Disclosure Brochure and client agreement form for complete details on their program's brokerage fees, transaction fees, investment management fees, expenses and other charges.

The cumulative effect of fees and expenses can substantially reduce the growth of your investments. Fees and expenses are only one of the many factors to consider when you decide to invest. Please consider whether an investment in a particular managed strategy, along with your other investments, will help you achieve your financial goals.