

#### TRADEMARK PHILOSOPHY

Trademark Capital Management is a boutique investment management firm consisting of like-minded individuals who've come together under a common purpose: adamantly protecting investments during inevitable periods of risk. We manage tactical investment strategies designed to achieve whatever growth the market can realistically bear, but we see it as our mission — our responsibility — to minimize our investors' exposure to avoidable catastrophic markets

#### **OUR TACTICAL RISK STRATEGY**

#### **Investment Objective**

Capital appreciation with an equal emphasis on capital preservation

#### **Tactical Unconstrained Portfolio**

May invest 0 – 100% in equities, fixed income or cash

#### **Utilizes Exchange Traded Funds (ETFs)**

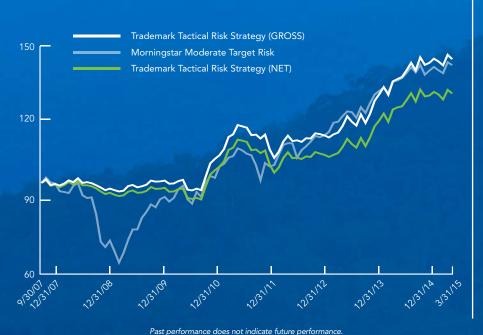
No inverse or leverage

#### **Designed to**

Participate in constructive markets AND Protect during destructive markets

## **INVESTMENT PERFORMANCE**

(October 2007 - March 2015)



#### **EQUITY/FIXED INCOME**



## **SUMMARY STATISTICS**

(October 2007 - March 2015)

	Tactical Risk Strategy (GROSS)	Morningstar Moderate Target Risk	Tactical Risk Strategy (NET)	
Return	5.35	5.13	4.05	
Maximum Drawdown	-10.39	-32.23	-10.95	
Beta vs. S&P 500	0.22	0.63	0.22	
Correlation vs. S&P 500	0.57	0.97	0.56	
Standard Deviation	6.55	10.82	6.54	
Sharpe Ratio	0.77	0.48	0.58	

#### MAX DRAWDOWN COMPARISONS

(October 2007 - March 2015)

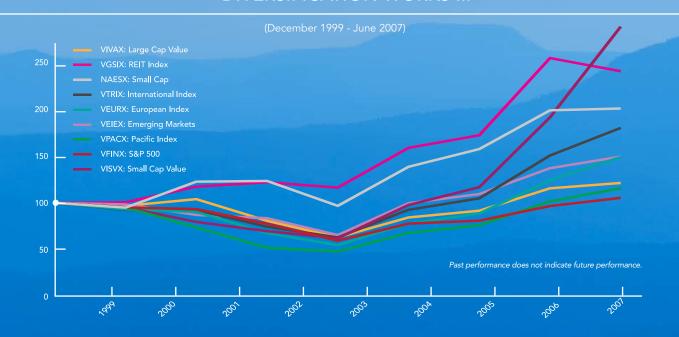


Past performance does not indicate future performance.

## WHY TACTICAL RISK MANAGEMENT

- Markets are cyclical
- Diversification of traditional assets classes has failed
  - People/Investors are emotional
- Avoiding losses is more powerful than oversized returns

# **DIVERSIFICATION WORKS ...**



# ... UNTIL IT DOESN'T

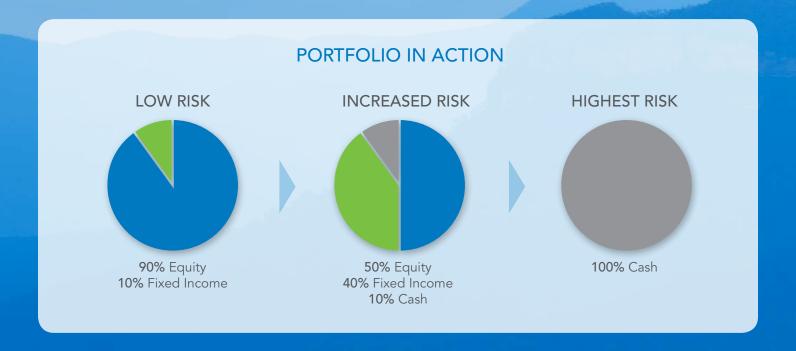




## **OUR PROCESS**

We use a proprietary quantitative model to measure current market risk conditions. This helps us identify if the market is in a constructive environment or a higher-risk environment. Based on our risk model's assessment we can tactically adjust our portfolio between a diversified allocation with a heavy equity bias all the way down to a fully cash or cash equivalent allocation during the highest risk environments.

Assess Market Risk, Build Portfolio of ETFs according to risk, Manage Portfolio



## THE TRADEMARK SLICE OF PIE



 $No\ investment\ strategy\ or\ risk\ management\ technique\ can\ guarantee\ returns\ or\ eliminate\ risk\ in\ any\ market\ environment$ 

## DISTRIBUTION COMPARISON OCTOBER 2007 THROUGH MARCH 2015.

Net results of \$1 million dollar portfolio with distributions taken annually

Year	Tactical Risk Strategy (Gross)		S&P 500		Morningstar Moderate Target Risk		Morningstar Moderate Target Risk with 30% Tactical Risk Strategy (Gross)		Annual Distribution (6% with 3% increase annually)	Cumulative Distribution
	\$1,000,000		\$1,000,000		\$1,000,000		\$1,000,000			
*Q4 2007	\$935,900.00	-0.4%	\$906,680.00	-3.3%	\$938,500.00	-0.2%	\$938,500.00	-0.2%	\$60,000.00	\$60,000.00
2008	\$856,973.03	-1.8%	\$509,408.40	-37.0%	\$668,446.85	-22.2%	\$725,770.43	-16.1%	\$61,800.00	\$121,800.00
2009	\$820,656.47	3.2%	\$580,543.86	26.5%	\$750,313.73	21.8%	\$779,662.21	16.2%	\$63,654.00	\$185,454.00
2010	\$835,024.79	9.7%	\$602,410.15	15.1%	\$777,263.79	12.3%	\$804,172.96	11.6%	\$65,563.62	\$251,017.62
2011	\$759,728.53	-0.9%	\$547,590.47	2.1%	\$714,319.12	0.6%	\$737,720.03	0.1%	\$67,530.53	\$318,548.15
2012	\$744,796.57	7.2%	\$565,648.51	16.0%	\$730,766.70	12.0%	\$746,251.25	10.6%	\$69,556.44	\$388,104.59
2013	\$796,938.62	16.6%	\$677,218.92	32.4%	\$763,696.27	14.3%	\$786,568.18	15.0%	\$71,643.14	\$459,747.73
2014	\$780,525.77	7.2%	\$696,137.76	13.7%	\$727,248.59	4.9%	\$756,689.85	5.6%	\$73,792.43	\$533,540.16
*Q1 2015	\$785,208.92	0.6%	\$702,751.06	1.0%	\$727,249.60	1.4%	\$756,690.87	1.1%		

<sup>\*</sup> The Tactical Risk Strategy began being managed by Trademark Capital Management in September 2007.

Past performance does not indicate future performance. Please see important disclosures at the bottom of page regarding S&P 500 and Morningstar Moderate Target Risk.

#### IMPORTANT DISCLOSURE INFORMATION

Trademark Capital Management, Inc. claims compliance with the Global Investment Standards (GIPS)

Trademark Capital Management, Inc. (Trademark) is an investment advisor registered with the Securities and Exchange Commission under the Investment Advisors Act of 1940. Trademark is the investment manager to separate accounts a well as collective investment trusts offered as options within qualified retirement plans.

The Trademark Tactical Risk Strategy Composite, inception date 10/1/2007, includes all accounts which are under full investment discretion of Trademark Capital Management, Inc. and are invested in the Tactical Risk Strategy. The Tactical Risk Strategy is an actively managed ETF strategy that can invest in any combination of 0 to 100% equities, fixed income or cash. Our managers do not utilize inverse or leveraged funds.

Trademark Capital Management ("TCM") composite portfolio results represent actual results for the designated composite during the corresponding time period.\* The performance results reflect the reinvestment of dividends and othe account arrangement fee of 1.25%. Please Note: Past performance may not be indicative of future results. Therefore no current or prospective client should assume that future performance will be profitable, equal the performance results reflected, or equal any reflected historical benchmark index. The historical index performance results for the S&P does not reflect the deduction of transaction and custodial charges, or the deduction of an investment management fee, the incurrence of which would have the effect of decreasing indicated historical performance results. The S&P is a marker capitalization-weighted index of 500 widely held stocks often used as a proxy for the stock market. Standard & Poor's chooses the member companies for the S&P based on market size, liquidity, and industry group representation. Included are the common stocks of industrial, financial, utility, and transportation companies. The historical performance results for the S&P are provided exclusively for comparison purposes only, so as to provide general comparative information to assist an individual client or prospective client in determining whether TCM performance meets, or continues to meet, his/her investment objective(s). Please Also Note: (1) performance results do not reflect the impact of taxes; (2) is should not be assumed that account holdings will correspond directly to any such comparative benchmark index; (3) comparative indices may be more or less volatile than the TCM portfolios; and (4) a more comprehensive description of the comparative benchmark index is available upon request. For reasons including variances in portfolio account holdings, variances in the investment management fee incurred, market fluctuation, the date on which a client engaged TCM's investment management services, and any acco

There are additional costs and potential risks associated with investing in domestic and international Exchange-traded Funds (ETFs). Investments in ETFs, is subject to market risks, sector risks, tracking risks, ETF net asset value and market price risks. Additionally, investors will indirectly bear fees and expenses charged by the underlying ETFs in which a managed account invests. International investing involves certain risks not usually associated with domestic investing, including currency fluctuation, economic and political volatility, foreign taxation and differences in financial standards. The volatility of the benchmark indices may be materially different from the individual performance attained by a specific investor. In addition, strategy holdings may differ significantly from the securities that comprise the indices. The indices have not been selected to represent an appropriate benchmark with which to compare an investor's performance, but rather are disclosed to allow for comparison of the investor's performance to that of certain well-known and widely recognized indices. You cannot invest directly in an index.

The S&P 500 Total Return index is an unmanaged composite of 500 large-capitalization companies. The index is widely used by professional investors as a performance benchmark for large-cap stocks.

The MSCI EAFE is a stock market index of foreign stocks, from the perspective of a North American investor. The index includes a selection of stocks from 21 developed markets, but excludes those from the U.S. and Canada. The Russell 2000 index measures the performance of the smallest 2,000 companies in the Russell 3000 index of the 3,000 largest U.S. companies in terms of market capitalization. From an investment standpoint, the Russell 2000 index is one of the most widely used indexes and is generally accepted as the benchmark for small-cap firms. The Barclays Aggregate Bond index is comprised of approximately 6,000 publicly traded bonds including U.S. Government, mortgage-backed, corporate and Yankee bonds with an average maturity of 10 years. The NASDAQ is an unmanaged composite of 3,000 common stock and similar securities listed on the NASDAQ stock market. The composite is generally used by professional investors as a performance benchmark for performance of stocks of technology companies and growth companies. The Morningstar Moderate Target Risk is an index consistent with moderate allocation that serves as a benchmark to help with target-risk mutual fund selection.

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