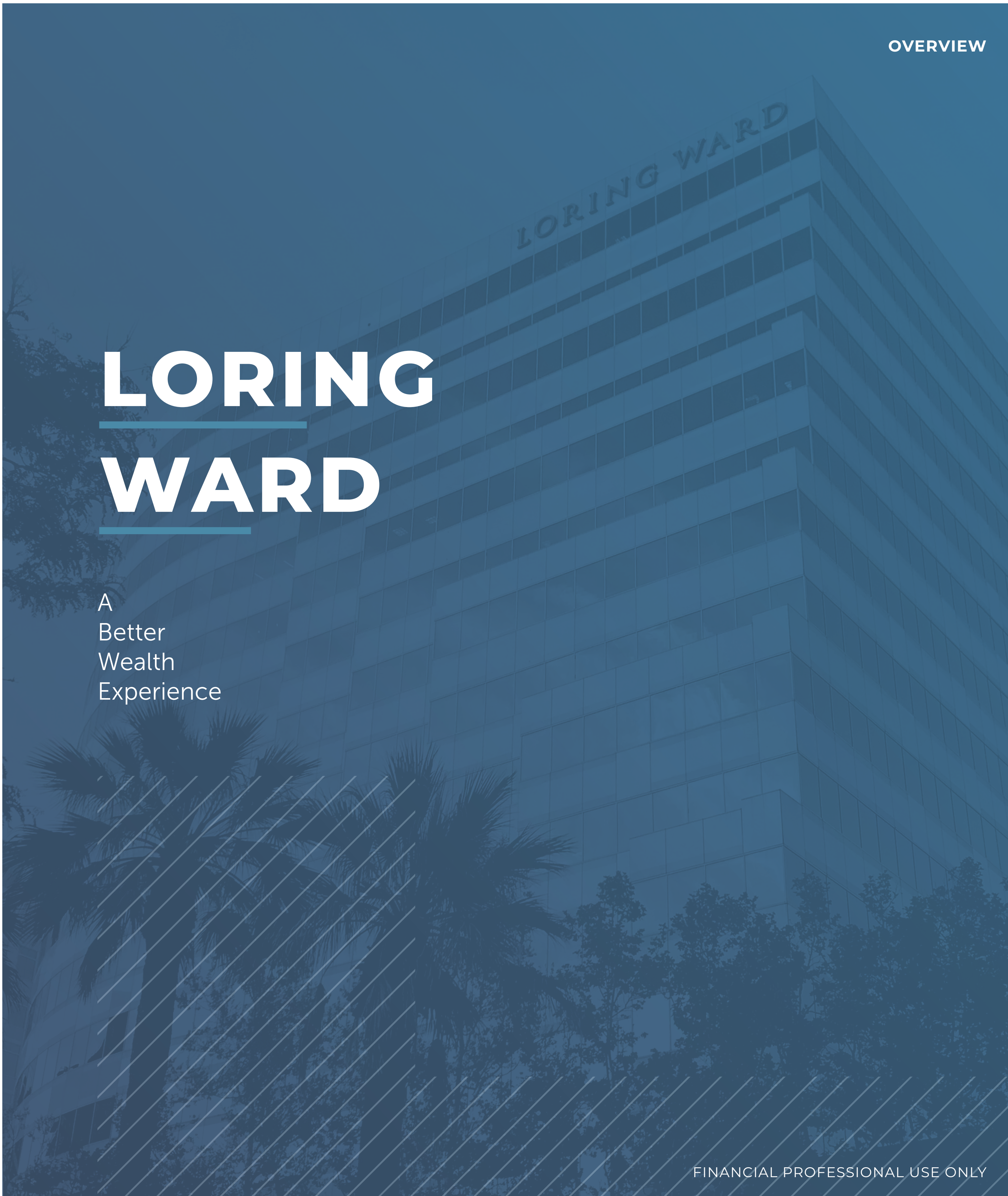
LORING WARD



OVERVIEW

LORING WARD

A
Better
Wealth
Experience

FINANCIAL PROFESSIONAL USE ONLY

A Comprehensive Advisor Solution for Your Practice

Today's Advisors — and their clients — require a comprehensive approach. Build the practice and partnership you've always envisioned, backed by Loring Ward's 25+ years of experience and exclusive focus on independent advisors. Our goal is to offer the right team, tools, and insights to help you consistently deliver a better wealth experience for your clients. Here's how we do it:

Durable Investment Philosophy

How do you help clients achieve long-term goals?

Our Asset Class portfolios and retirement plan solutions are backed by decades of research, insights from 11 Nobel laureates, and our Investment Committee. It all adds up to an investment philosophy for life.

Integrated Client Advisory Process

Are you providing comprehensive advice?

Our Design | Build | Protect process is a complete system of tools, technology, practice management, and best practices to help you address lifelong client needs. And we help you implement — with practical, hands-on guidance.

A Better Wealth Experience

Proactive Client Services

Seeking a scalable solution?

We can free up your time and expand your capabilities with our integrated suite of resources, including portfolio analytics and white-label marketing materials. Our committed, proactive team provides personalized, consultative support to make your business more efficient.

Dynamic Education & Community

How do you stay ahead of change?

At every stage of your business, we help you learn and grow with educational programs, materials, best practices, and profound insights from our specialists, outside experts, and your peers.

For more information, visit loringward.com

For resources and tools, visit loringward.com/resources

Or call our Advisor Relations Team at 800.366.7266 – Option 6

Durable Investment Philosophy

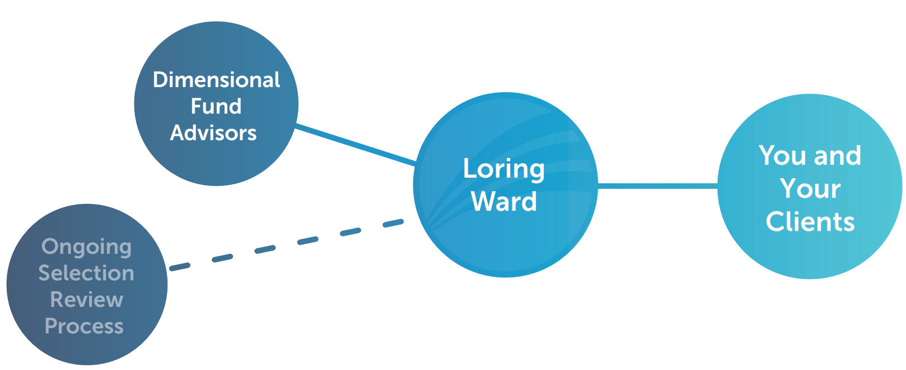
Investing can help make it possible for many of us to achieve important lifetime goals, such as retirement. That's why we believe a better wealth experience requires a consistent investment approach based on financial science and grounded in real-world results.

Our Asset Class Investing philosophy is based on more than nine decades of data, analysis, and research, insights from behavioral finance, and close relationships with leading academics — including our Investment Committee members: Dr. Meir Statman and Nobel Laureate Dr. Harry Markowitz.

We build portfolios that aim to capture the returns of global stock and bond markets and help investors reach their long-term goals. Since trading, fees, and expenses can have a real impact on performance, all Loring Ward portfolios are managed to help control risks, control costs, and minimize taxes.

A Powerful Combination

Working with Loring Ward also means benefiting from the institutional expertise of leading money manager Dimensional Fund Advisors (Dimensional). Loring Ward uses funds advised or sub-advised by Dimensional to build, monitor, and rebalance our globally diversified portfolios. These portfolios, in turn, help drive the financial plans you create for your clients.



Dimensional Fund Advisors

Evaluates & selects investment options and implements academic research

Loring Ward

Builds, monitors, and rebalances portfolios and manages institutional Asset Class funds

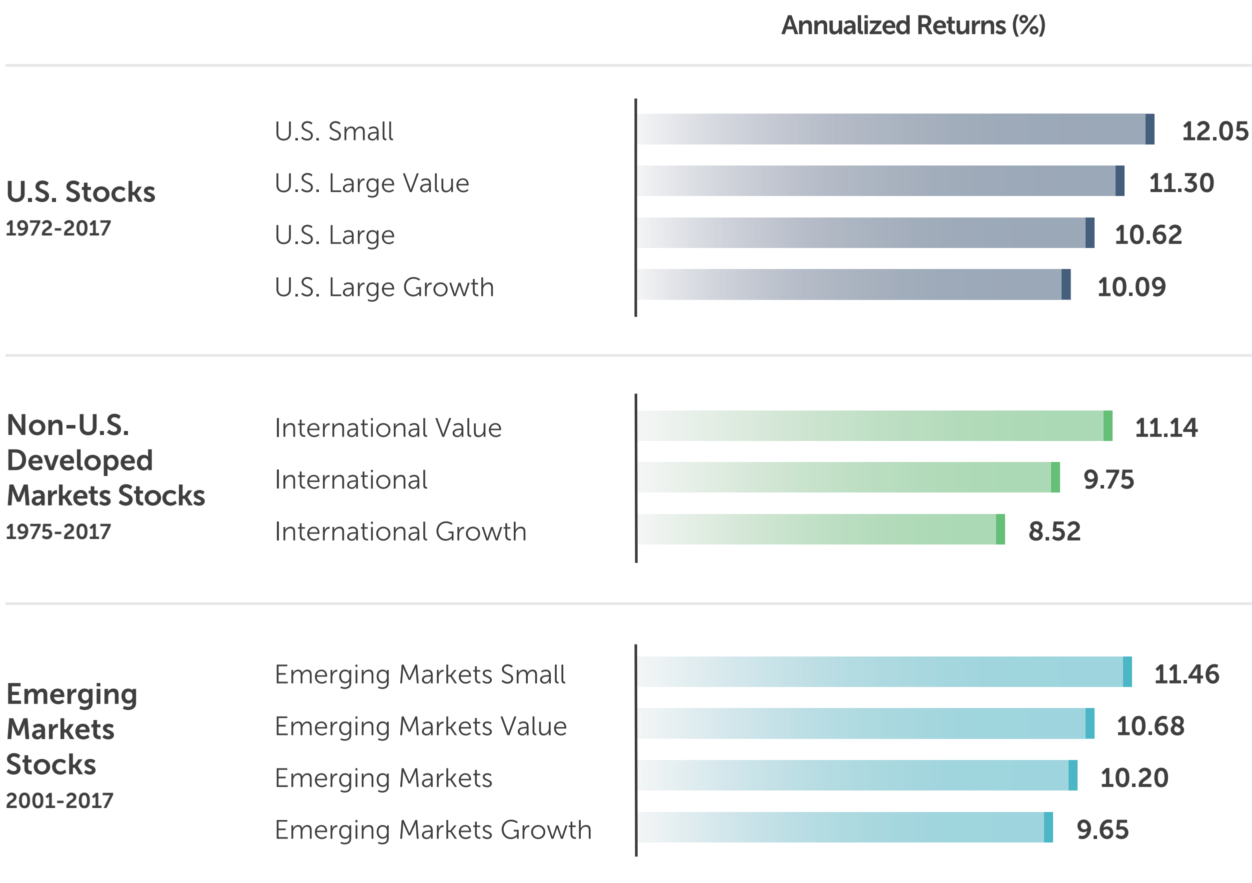
You & Your Clients

Advice and guidance for building long-term plans to help achieve their life & financial goals

SMALL AND VALUE COMPANIES HAVE OUTPERFORMED WORLDWIDE OVER THE LONG TERM

Large, Growth, Value, and Small Company Returns

All our portfolios are built with focused exposure to key "factors" of returns, including small and value. We believe that focusing on these factors of returns can improve the likelihood of long-term success for your clients' portfolios. And as the chart below shows, over time, these factors offer the potential for higher expected long-term returns.



Source: Morningstar Direct and DFA Returns 2.0 in U.S. dollars. Asset Classes represented as follows: U.S. Large Value (Fama/French U.S. Large Value Index ex utilities, U.S. Large (Fama/French U.S. Large Cap Index), U.S. Large Growth (Fama/French U.S. Large Growth ex utilities), U.S. Small (Fama/French U.S. Small Cap Index), International Value (MSCI World ex USA Value Index NR), International (MSCI World ex USA Index NR), International Growth (MSCI World ex USA Growth Index NR), Emerging Markets Small (MSCI EM Small NR Index), Emerging Markets Value (MSCI EM Value NR Index), Emerging Markets (MSCI EM NR Index), Emerging Markets Growth (MSCI EM Growth NR Index).

Indices are not available for direct investment. Their performance does not reflect the expenses associated with the management of an actual portfolio. Values change frequently, and past performance may not be repeated. There is always the risk that an investor may lose money.

Small company risk: Securities of small firms are often less liquid than those of large companies. As a result, small company stocks may fluctuate relatively more in price. Emerging markets risk: Numerous emerging countries have experienced serious, and potentially continuing, economic and political problems. Stock markets in many emerging countries are relatively small, expensive, and risky. Foreigners are often limited in their ability to invest in, and withdraw assets from, these markets. Additional restrictions may be imposed under other conditions. Foreign securities and currencies risk: Foreign securities prices may decline or fluctuate because of: (a) economic or political actions of foreign governments, and/or (b) less regulated or liquid securities markets. Investors holding these securities are also exposed to foreign currency risk (the possibility that foreign currency will fluctuate in value against the U.S. dollar).

“We believe clients are lucky to have a trusted advisor in their lives, looking out for them.”

– Alex Potts, Loring Ward CEO

Loring Ward at a Glance

- Founded in 1990
- Headquartered in California’s Silicon Valley
- Strong partnerships with leading academics, including Nobel Laureate Dr. Harry Markowitz and Behavioral Finance pioneer Dr. Meir Statman
- 25-year relationship with Dimensional Fund Advisors
- Fee-based Investment Portfolios & Retirement Plan Solutions
- $17.2 billion in assets under management (as of 5/18)

LORING WARD

Practice Management: A Client-First Approach

Since 1990, we have focused on helping Advisors deliver a better wealth experience. The foundation of this approach is based on fiduciary principles of always putting clients' interests first: It's also where our practice management support starts.

We believe that the consulting, education, training, and support for you and your business also needs to be simple to integrate, adaptable to your unique clientele, and based on real-world results. Depending on where your practice is now, we've structured a curriculum uniquely tailored to each stage of an Advisor's business evolution:

1. Transitioning to a Fee-based Model
2. Building a Durable Investment Philosophy
3. Enhancing the Client Experience
4. Scaling and Expanding the Business

Through each phase, we help you catalyze growth while building stronger relationships with clients. Our insight and experience in working with Advisors, coupled with a dedicated Regional Team and experts in key areas such as Marketing, position you to succeed in an increasingly competitive marketplace.

We focus on all the critical areas within your practice that help you build long-term relationships with clients including ...

Client Experience	**Business Success**
360 Discovery, COI Relationship, & Client Referral Programs	Actionable Practice Insights Driven by Benchmarking Study
Client Advisory Process & CRM Workflows Powered by Redtail	Ongoing Educational Events & Peer Study Groups
Customized Planning Experience Powered by MoneyGuidePro G4	Growth and Service Model Programs for Each Business Phase