

### Why would I use the Diversified Income Model?

If you're looking for a more stable, less volatile option for a steady flow of income in a more liquid vehicle than a Fixed Indexed Annuity then Diversified Income may be for you.

### How does the Diversified Income Model do that?

By investing in bonds, preferred stocks, dividend paying stocks and more this model strives to generate a 4-6% annual yield.

|                                      |   | Risk Tolerances | Moderately Conservative<br>31-46 |
|--------------------------------------|---|-----------------|----------------------------------|
| Asset Class/Strategy                 | Product   | Ticker          | Weight                           |
| <b>High Dividend Yield Equity</b>    | <b>Total High Dividend Yield Equity</b>             |                 | <b>29.75%</b>                    |
|                                      | Vanguard High Div ETF (VYM)                         | VYM             | 4.00%                            |
|                                      | First Trust DJ Global Sel Div ETF (FGD)             | FGD             | 6.00%                            |
|                                      | SPDR S&P Global Dividend ETF (WDIV)                 | WDIV            | 6.00%                            |
|                                      | Global X SuperDividend US (DIV)                     | DIV             | 5.25%                            |
|                                      | SPDR Emerging Market Div ETF (EDIV)                 | EDIV            | 4.00%                            |
|                                      | Federated Strategic Value (SVAIX)                   | SVAIX           | 4.50%                            |
| <b>REITS</b>                         | <b>Total REITS</b>                                  |                 | <b>0.00%</b>                     |
|                                      | Vanguard REIT ETF (VNQ)                             | VNQ             | 0.00%                            |
|                                      | Vanguard International REIT ETF (VNQI)              | VNQI            | 0.00%                            |
| <b>Options Strategies</b>            | <b>Total Options Strategies</b>                     |                 | <b>7.50%</b>                     |
|                                      | Madison Covered Call (MENYX)                        | MENYX           | 7.50%                            |
|                                      | PowerShares S&P 500 BuyWrite ETF (PBP)              | PBP             | 0.00%                            |
| <b>Real Assets</b>                   | <b>Total Real Assets</b>                            |                 | <b>9.00%</b>                     |
|                                      | Invesco Oppenheimer SteelPath MLP Select 40 Fund    | MLPTX           | 4.50%                            |
|                                      | Nuveen Real Assets Income (NRIIX)                   | NRIIX           | 4.50%                            |
| <b>Total Equity Allocation</b>       | <b>Total Equity</b>                                 |                 | <b>46.25%</b>                    |
| <b>U.S. High Yield</b>               | <b>Total High Yield</b>                             |                 | <b>14.25%</b>                    |
|                                      | Van Eck Fallen Angel (ANGL)                         | ANGL            | 5.00%                            |
|                                      | Hotchkis & Wiley (HWHIX)                            | HWHIX           | 3.50%                            |
|                                      | Federated Inst High Yield (FIHBX)                   | FIHBX           | 5.75%                            |
| <b>Emerging Markets Debt</b>         | Ashmore Short Duration Emerging Market Debt (ESFIX) | ESFIX           | <b>8.75%</b>                     |
| <b>Preferred Securities</b>          | <b>Principal Preferred Securities (PPSIX)</b>       | PPSIX           | <b>3.75%</b>                     |
| <b>U.S. Long Treasury</b>            | <b>Total U.S. Long Treasury</b>                     |                 | <b>3.00%</b>                     |
|                                      | Fidelity Long-Term Treasury Index (FNBGX)           | FNBGX           | 1.25%                            |
|                                      | Fidelity Short-Term Treasury Index (FUMBX)          | FUMBX           | 1.75%                            |
| <b>U.S. Securitized</b>              | <b>Total U.S. Securitized</b>                       |                 | <b>9.00%</b>                     |
|                                      | Voya Securitized Credit Fund (VCFIX)                | VCFIX           | 7.00%                            |
|                                      | Angel Oak Multi-Income (ANGIX)                      | ANGIX           | 2.00%                            |
| <b>Leveraged Loans</b>               | Loomis Sayles Sr Floating Rate and F/I (LSFYX)      | <b>LSFYX</b>    | <b>7.75%</b>                     |
| <b>Reinsurance</b>                   | Stone Ridge High Yield Reinsurance Risk (SHRIX)     | <b>SHRIX</b>    | <b>7.25%</b>                     |
| <b>Muni High Yield</b>               | VanEck High Yield Municipals (HYD)                  | <b>HYD</b>      | <b>0.00%</b>                     |
| <b>U.S. Credit</b>                   | Goldman Sachs Investment Grade Credit (GSGDX)       | <b>GSGDX</b>    | <b>0.00%</b>                     |
| <b>Total Fixed Income Allocation</b> | <b>Total Fixed Income</b>                           |                 | <b>53.75%</b>                    |
| <b>Sub Total</b>                     |   |                 | <b>100.00%</b>                   |
| <b>Cash</b>                          | Federated Treasury Obligs Instl (TOIXX)             | <b>TOIXX</b>    |                                  |
| <b>Total</b>                         |   |                 | <b>100.00%</b>                   |
| Expense Ratio                        |   |                 | 0.71%                            |
| Account Minimum                      |   |                 | \$25,000                         |

The information above shows the investment data of the AE Wealth Management (AEWM) Institutional Diversified Income Model (the "Model") as of 07/11/2019. This chart is for illustrative and educational purposes only and is not an offer of individual or personalized investment advice.

Further, the information contained herein is not an offer or solicitation with respect to the purchase or sale of any security. The Model is managed by The AEWM Investment Committee. Investing involves risk and is subject to loss of principal. The Model is expected to primarily consist of exchange traded funds (ETFs) and mutual funds (collectively "funds"). The Model is generally comprised of funds that invest in U.S. Large Cap, U.S. Mid Cap, U.S. Small Cap, International Large Cap, International Small Cap, Emerging Markets (All capitalizations), U.S. Aggregate Fixed Income, U.S. High Yield and U.S. TIPS. The Model generally consists of between 18 and 22 funds, with a typical weighting for each position being between 0%-11% of the total portfolio. Each underlying fund in the Model has a designated minimum investment specified in the prospectus of that fund. Since the Model invests in ETFs and mutual funds, an investor will indirectly bear fees and expenses charged by the underlying funds in which the Model invests in addition to direct management and custody fees and other expenses applicable to the Model. Mutual funds utilized by the Model are expected to consist of institutional share class equity mutual funds. The underlying mutual funds in the Model are limited to those with no sales loads or 12(b)-1 fees.