



Institutional ETF Tax-Efficient

Why would I use the Institutional ETF Tax-Efficient Model?

If you are looking for a low cost option, with low account minimums, tailored to the client's risk tolerance preference while providing the opportunity for the most return with the least risk and mitigating tax exposure then the Institutional ETF Model may be a good fit.

How does the Institutional ETF Tax-Efficient do that?

This is achieved through a combination of long-term strategy with a short-term tactical overlay. There is a slight overweight where Sterling Financial sees opportunity and a slight underweight where they believe risk will be. The model strives for excess returns through the use of the best money managers in each category and maintains a low cost by selecting lower rate passive investment vehicles.

	Risk Tolerances		Conservative	Moderately Conservative			Moderate	47-	Moderately Aggressive
	Expense Ratio	Ticker	1-30	31-46			62		63-78
			Fixed Income	Income	Income Primary	Income & Growth	Balanced	Growth	Aggressive
iShares Russell Top 200 Value ETF	0.20%	2.94	0.00	5.15	8.24	10.30	12.35	15.29	20.00
iShares Russell Top 200 Growth ETF	0.20%	1.45	0.00	6.67	10.68	13.35	16.03	19.82	25.91
iShares Russell MidCap Value ETF	0.25%	2.68	0.00	2.50	4.00	5.00	6.00	7.44	9.72
iShares Russell MidCap Growth ETF	0.25%	0.94	0.00	1.56	2.50	3.13	3.75	4.65	6.08
SPDR Portfolio Small Cap ETF	0.05%	1.49	0.00	2.09	3.33	4.17	5.01	6.19	8.09
iShares MSCI EAFE Value ETF	0.38%	4.18	0.00	3.21	5.14	6.42	7.71	9.48	12.29
iShares MSCI EAFE Growth ETF	0.40%	1.71	0.00	2.18	3.50	4.38	5.25	6.43	8.31
iShares Core MSCI Emerging Markets ETF	0.14%	2.62	0.00	2.26	3.61	4.50	5.40	6.64	8.60
Total Recommended Equities			0.00%	25.62%	41.00%	51.25%	61.50%	75.94%	99.00%
iShares National Muni Bond	0.00	2.49	99.00	73.38	58.00	47.75	37.50	23.06	0.00
Cash	0.00	0.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Total Recommended Fixed Income			100.00%	74.38%	59.00%	48.75%	38.50%	24.06%	1.00%
Total			100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Blended Expense Ratio (%)			0.07%	0.11%	0.13%	0.15%	0.17%	0.19%	0.23%
Minimum Investment			\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000

The information above shows the investment data of the AE Wealth Management Institutional ETF Models - Fixed Income, Income, Income Primary, Income & Growth, Balanced, Growth, and Aggressive Growth ("The Models") 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. Investing involves risk and is subject to loss of principal. The Models are managed by AE Wealth Management Investment Committee. The Models are expected to primarily consist of exchange traded funds ("ETFs"). The Models are generally comprised of ETFs 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 Models generally consist of between 1 and 11 ETFs, with a typical weighting for each position being between 0%-100% of the total portfolio. Each underlying fund in the Models has a designated minimum investment specified in the prospectus of that fund. Since the Models invest in ETFs, an investor will indirectly bear fees and expenses charged by the underlying funds in which the Models invest in addition to direct management and custody fees and other expenses applicable to the Models. Manager and allocation weightings are subject to change. Allocation weights are based on style/mandate of underlying funds in the model.