# Disclosure - Website and In General

Content, materials, and other information provided by Beacon Capital Management, Inc. ("Beacon", "us", "we", "our") on BeaconInvesting.com is for educational purposes only. It does not constitute a comprehensive description of our advisory services and should not be considered as investment advice or a recommendation to invest in any particular security, strategy or investment product and is not intended to be a complete analysis of every material fact. Your use of this website is acknowledgement that you have read and understood this full disclosure.

Reproduction or editing by any means, mechanical or electronic, in whole or in part, without the express written permission of Beacon is strictly prohibited and subject to prosecution under U.S. and International copyright and trademark laws.

Information throughout the Beacon website and materials, whether stock quotes, charts, articles, or any other statements regarding market or client performance or other financial information, is obtained from sources that Beacon and its suppliers believe reliable. However, Beacon does not warrant or guarantee the timeliness or accuracy of this information. Beacon, nor its suppliers, shall be liable for any errors or inaccuracies, regardless of cause, or the lack of timeliness of, or for any delay or interruption in the transmission thereof to the user.

Beacon may provide live links to other Internet addresses that contain information created, published, maintained, or otherwise posted by institutions or organizations independent of Beacon. Beacon neither endorses, approves, certifies or controls these external Internet addresses nor guarantees or assumes responsibility for the accuracy, completeness, efficacy, timeliness, or correct sequencing of information located at such addresses. Use of any information obtained from such addresses is voluntary, and reliance on it should only be undertaken after an independent review of its accuracy, completeness, efficacy, and timeliness. Reference therein to any specific commercial product, process, or service by trade name, trademark, service mark, manufacturer, or otherwise does not constitute or imply endorsement, recommendation, or favoring by Beacon.

Due to various factors, including changing market conditions and/or applicable laws, the content may no longer be reflective of current opinions or positions. Moreover, you should not assume that any discussion or information contained on this website serves as the receipt of, or as a substitute for, personalized investment advice from Beacon or your independent advisor. Please remember to contact your independent advisor if there are any changes in your personal/financial situation or investment objectives for the purpose of reviewing/evaluating/revising our previous recommendations and/or services.

All investing involves risk, and asset allocation and diversification do not guarantee a profit or protection against a loss. Past performance is not indicative of future results.

**<u>The Vantage Strategies</u>**

**Vantage 1.0 Strategies**
The key element of construction is the use of three core allocations ("Core 1.0 Allocations") that are comprised of cash ("Core Cash Allocation") and mutual funds representing the following asset classes:

- Equities ("Core Equity Allocation"), and
- Bonds ("Core Bond Allocation").

**Vantage 1.0 Models**
There are three Vantage 1.0 Models – Aggressive, Balanced, and Conservative. The underlying mutual funds and allocations of the Core 1.0 Allocations are the same in all Vantage 1.0 Models, with the only differences occurring with changes made to the aggregation of the Core Equity and Bond Allocations to meet the investment objectives of each respective 1.0 Model.

**Monitor**
Allocation changes to the Vantage 1.0 Models - and the timing of those changes - are determined by a proprietary risk management strategy formula, referred to as Risk Optimization.

Risk Optimization blends the Core Equity and Bond Allocations together into ratios ranging between 100% Equities to 0% Bonds and 0% Equities to 100% Bonds. Using the S&P 500® Index as the internal benchmark, Beacon then calculates the five-year trailing beta on each allocation blend. It is this range of beta calculations that provides Beacon with a volatility map to then overlay onto each Vantage 1.0 Model. The Vantage 1.0 Aggressive, Balanced, and Conservative Models have target betas of approximately .70, .40, and .10, respectively. Each month, Beacon will choose the equity-to-bond ratio from our map of beta calculations that yields a beta falling within each Model's risk budget. By pegging each Model's risk level to a specific beta, Beacon believes that overall long-term risk can be reduced.

It is Beacon’s opinion that equities control the majority of risk within the 1.0 Models - and as the equities held within the 1.0 Models become more volatile, their respective betas will naturally increase. To account for the possibility of more volatility driven by equities, Beacon, on a monthly basis, can allocate a larger portion of each Model from equities to bonds in order to bring each Model's overall beta (risk) back down to accepted levels. The same equity-to-bond adjustments are applied when equities become less volatile, just in reverse.

**Vantage 2.0 Strategies**
The key element of construction is the use of three core allocations (“Core 2.0 Allocations”) that are comprised of cash (“Core Cash Allocation”) and ETFs representing the following asset classes:

- Equities (“Core Equity Allocation”), and
- Bonds (“Core Bond Allocation”).

**Vantage 2.0 Models**
There are three Vantage 2.0 Models – Aggressive, Balanced, and Conservative. The underlying ETFs and allocations of the Core 2.0 Allocations are the same in all Vantage 2.0 Models, with the only difference occurring with changes made to the aggregation of the Core Equity and Bond Allocations to meet the investment objectives of each respective 2.0 Model.

*Core 2.0 Allocation Compositions*
The Core Equity Allocation is currently composed of 11 non-proprietary equity-sector ETFs consisting of the following GICS®-defined economic sectors, each equally weighted at 9.09% (percentages may not total to 100% due to rounding): Energy, Materials, Industrials, Consumer Discretionary, Consumer Staples, Health Care, Financials, Information Technology, Communication Services, Utilities, and Real Estate.

The Core Bond Allocation is currently composed of the following 3 non-proprietary fixed income ETFs consisting of the following bond durations, each equally weighted at 33.33% (percentages may not total to 100% due to rounding): Long Term Bond; Intermediate Term Bond; and Short Term Bond.

The Core Cash Allocation is currently composed of a single cash position.

**Monitors**
Beacon has constructed the **Vantage Benchmark Index** (“**VBI**”) monitors to mirror the current compositions of the abovementioned Core 2.0 Allocations.

Allocation changes to the Vantage 2.0 Models - and the timing of the changes - are determined by a proprietary formula, represented by the Vantage Benchmark Index (VBI), which consists of two versions that mirror the composition of the abovementioned Core 2.0 Allocations.

*VBI-Equity*
Beacon monitors the VBI mirroring the Core Equity Allocation (“VBI-Equity”) daily. When the VBI-Equity falls by 10% from its previous high, based on closing prices, the Core Equity Allocation is liquidated the following business day with the proceeds from that liquidation invested in the Core Bond Allocation the day after. ***There is no guarantee that losses from the Core Equity Allocation will be limited to 10% or less, and there is the potential for larger losses due to rapidly moving prices***.

Some of the ETFs used in the Core Equity Allocation/VBI-Equity were not available during the time period presented:

> *For periods between July 1, 2000 and September 30, 2004*, the Core Equity Allocation is composed of the following equity sector ETFs, each equally weighted at 9.09% (Percentages may not total to 100% due to rounding): Consumer Staples Select SPDR (XLP); Materials Select SPDR (XLB); Financial Select SPDR (XLF); Health Care Select SPDR (XLV); Energy Select SPDR (XLE); Technology Select SPDR (XLK); Utilities Select SPDR (XLU); Consumer Discretionary Select SPDR (XLY); Industrial Select SPDR (XLI); iShares Dow Jones US Real Estate (IYR); and Fidelity Select Telecommunications (FSTCX).
>
> *For periods between January 1, 1999 and June 30, 2000*, the Core Equity Allocation is composed of the following equity sector ETFs, each equally weighted at 9.09% (Percentages may not total to 100% due to rounding): Consumer Staples Select SPDR (XLP); Materials Select SPDR (XLB); Financial Select SPDR (XLF); Health Care Select SPDR (XLV); Energy Select SPDR (XLE); Technology Select SPDR (XLK); Utilities Select SPDR (XLU); Consumer Discretionary Select SPDR (XLY); Industrial Select SPDR (XLI); Fidelity Real Estate Investment (FRESX); and Fidelity Select Telecommunications (FSTCX).
>
> *For periods between March 24, 1993 and December 31, 1998*, the Core Equity Allocation is composed of the following equity sector ETFs, each equally weighted at 9.09% (Percentages may not total to 100% due to rounding): Fidelity Select Consumer Staples (FDFAX); Fidelity Select Materials (FSDPX); Fidelity Select Financial Services (FIDSX); Fidelity Select Health Care (FSPHX); Fidelity Select Energy (FSENX); Fidelity Select Technology (FSPTX); Fidelity Select Utilities (FSUTX); Fidelity Select Consumer Discret. (FSCPX); Fidelity Select Industrial Equipment (FSCGX); Fidelity Real Estate Investment (FRESX); and Fidelity Select Telecommunications (FSTCX).

*VBI-Bond*
Beacon monitors the VBI mirroring the Core Bond Allocation (“VBI-Bond”) daily. When that VBI falls by 4% from its previous high, based on closing prices, the Core Bond Allocation is liquidated the following business day, with the proceeds from that liquidation invested in the Core Cash Allocation. Such action does not guarantee that losses from the Core Bond Allocation will be limited to 4% or less and, in many cases, Core Bond Allocation losses could be greater than 4% as current bond-ETF holdings may be more sensitive to several risks that affect bond pricing than the VBI-Bond. In addition, there is the potential for larger losses due to rapidly moving prices.

Some of the ETFs used in the Core Bond Allocation/VBI-Bond were not available during the time period presented:

> *For periods between June 20, 1996 and April 9, 2007*, the Core Bond Allocation is composed of the following 3 bond ETFs, each equally weighted at 33.33% (Percentages may not total to 100% due to rounding): Vanguard Long Term Bond (VBLTX); Vanguard Intermediate Term Bond (VBIIX); and Vanguard Short Term Bond (VBISX).
>
> *For periods between March 24, 1993 and June 19, 1996*, the primary 2.0 Bond Model is composed entirely of the Vanguard Total Bond Market (VBMFX).

**Vantage 3.0 Strategies**
The key element of construction is the use of four core allocations ("Core 3.0 Allocations") that are comprised of cash ("Core Cash Allocation") and ETFs representing the following asset classes:

- Equities ("Core Equity Allocation"),
- Bonds ("Core Bond Allocation"), and
- Alternatives ("Core Alternative Allocation").

**Vantage 3.0 Models**
There are five Vantage 3.0 Models – Aggressive, Balanced, Alternatives, Bond, and Conservative. The underlying ETFs and allocations of the Core 3.0 Allocations are the same in all Vantage 3.0 Models, with the only differences occurring with changes made to the aggregation of the Core Equity and Bond Allocations to meet the investment objectives of each respective 3.0 Model.

The Core Alternative Allocation is available (as an alternate to the Core Equity Allocation) for those investors seeking additional diversification beyond the Aggressive, Balanced, and Conservative Models, with the understanding that alternative investments are speculative and involve a high degree of risk that is not suitable for all investors.

*Core 3.0 Allocation Compositions*
The Core Equity Allocation is composed of 11 non-proprietary equity-sector ETFs consisting of the following GICS®-defined economic sectors, each equally weighted at 9.09% (percentages may not total to 100% due to rounding): Energy, Materials, Industrials, Consumer Discretionary, Consumer Staples, Health Care, Financials, Information Technology, Communication Services, Utilities, and Real Estate.

The Core Bond Allocation is currently composed of the following 4 non-proprietary fixed income ETFs consisting of the following bond durations, each equally weighted at 25% (percentages may not total to 100% due to rounding): Extended Duration Bond; Long Term Bond; Intermediate Term Bond; and Inflation Protected Bond.

The Core Alternative Allocation is currently composed of the following non-proprietary ETFs: 50.00% Powershares Global Listed Private Equity (PSP); and 50.00% Powershares DB Commodity Index No K-1 (PDBC).

The Core Cash Allocation is currently composed of a single cash position.

**Monitors**
Allocation changes to the Vantage 3.0 Models - and the timing of those changes - are determined by a proprietary formula, represented via a series of internal benchmarks that mirror the composition of the abovementioned Core 3.0 Allocations.

Beacon monitors the internal Equity/Alternative-mirrored benchmarks daily. When an Equity and/or Alternative-mirrored benchmark falls below what Beacon considers its low trend line, the mirrored Core Equity or Alternative Allocation position/holdings are liquidated the following business day, with the proceeds from that liquidation invested in the Core Bond Allocation the day after. Conversely, when a benchmark rises above what Beacon considers its high trend line, the mirrored Core Bond Allocation positions/holdings are liquidated the following business day, with the proceeds from liquidation invested back in the Core Equity and/or Alternative Allocation(s). ***This does not guarantee against losses from the Core Equity and/or Alternative Allocation(s). There is the potential for large losses due to rapidly moving prices***.

Some of the ETFs used in the Core Equity Allocation/mirrored internal benchmarks were not available during the time period presented:

> *For periods between July 1, 2000 and September 30, 2004*, the Core Equity Allocation is composed of the following equity sector ETFs, each equally weighted at 9.09% (Percentages may not total to 100% due to rounding): Consumer Staples Select SPDR (XLP); Materials Select SPDR (XLB); Financial Select SPDR (XLF); Health Care Select SPDR (XLV); Energy Select SPDR (XLE); Technology Select SPDR (XLK); Utilities Select SPDR (XLU); Consumer Discretionary Select SPDR (XLY); Industrial Select SPDR (XLI); iShares Dow Jones US Real Estate (IYR); and Fidelity Select Telecommunications (FSTCX).
>
> *For periods between January 1, 1999 and June 30, 2000*, the Core Equity Allocation is composed of the following equity sector ETFs, each equally weighted at 9.09% (Percentages may not total to 100% due to rounding): Consumer Staples Select SPDR (XLP); Materials Select SPDR (XLB); Financial Select SPDR (XLF); Health Care Select SPDR (XLV); Energy Select SPDR (XLE); Technology Select SPDR (XLK); Utilities Select SPDR (XLU); Consumer Discretionary Select SPDR (XLY); Industrial Select SPDR (XLI); Fidelity Real Estate Investment (FRESX); and Fidelity Select Telecommunications (FSTCX).
>
> *For periods between March 24, 1993 and December 31, 1998*, the Core Equity Allocation is composed of the following equity sector ETFs, each equally weighted at 9.09% (Percentages may not total to 100% due to rounding): Fidelity Select Consumer Staples (FDFAX); Fidelity Select Materials (FSDPX); Fidelity Select Financial Services (FIDSX); Fidelity Select Health Care (FSPHX); Fidelity Select Energy (FSENX); Fidelity Select Technology (FSPTX); Fidelity Select Utilities (FSUTX); Fidelity Select Consumer Discret. (FSCPX); Fidelity Select Industrial Equipment (FSCGX); Fidelity Real Estate Investment (FRESX); and Fidelity Select Telecommunications (FSTCX).

Some of the ETFs used in the Core Alternative Allocation/mirrored internal benchmarks were not available during the time period presented:

> *For periods between October 24, 2006 and February 28, 2023*, the Core Alternative Allocation is composed of the following ETFs: 33.34% Powershares Global Listed Private Equity (PSP); 33.33% Powershares DB Commodity Index (DBC); and 33.33% Powershares DB G10 Currency Harvest (DBV).
>
> *For periods between September 20, 2006 and October 23, 2006*, the Core Alternative Allocation is composed of the following ETFs: 33.34% Red Rocks Global Listed Private Equity Index; 33.33% Powershares DB Commodity Index (DBC); and 33.33% Powershares DB G10 Currency Harvest (DBV).

*For periods between February 6, 2006 and September 19, 2006*, the Core Alternative Allocation is composed of the following ETFs: 33.34% Red Rocks Global Listed Private Equity Index; 33.33% Powershares DB Commodity Index (DBC); and 33.33% DBIQ G10 Currency Future Harvest Index.

*For periods between January 2, 1997 and February 5, 2006*, the Core Alternative Allocation is composed of the following ETFs: 33.34% Red Rocks Global Listed Private Equity Index; 33.33% DBIQ Optimum Yield Diversified Commodity Index; and 33.33% DBIQ G10 Currency Future Harvest Index.

*For periods between March 24, 1993 and January 1, 1997*, the Core Alternative Allocation is composed of the following ETFs: 50.00% DBIQ Optimum Yield Diversified Commodity Index 50.00%; and DBIQ G10 Currency Future Harvest Index.

Beacon also monitors the internal Bond-mirrored benchmarks daily. When a Bond benchmark falls below what Beacon considers its low trend line, the mirrored Core Bond Allocation position/holdings are liquidated the following business day, with the proceeds from that liquidation invested in the Core Cash Allocation. Conversely, when a benchmark rises above what Beacon considers its high trend line, the portion of the holding represented by that index benchmark is liquidated from the Core Cash Allocation the following business day, with the proceeds from liquidation invested back in the Core Bond Allocation. ***This does not guarantee against losses from the Core Bond Allocation. The Core Bond Allocation is invested in bond ETFs with long maturities, which adds exposure to risks that affect market prices of bonds. In addition, there is the potential for larger losses due to rapidly moving prices***.

Some of the ETFs used in the Core Bond Allocation/mirrored internal benchmarks were not available during the time period presented:

*For periods between January 29, 2008 and October 15, 2012*, the Core Bond Allocation is composed of the following 4 non-proprietary fixed income ETFs, each equally weighted at 25.00%: Vanguard Extended Duration Treasury (EDV); Vanguard Long Term Bond (BLV); Vanguard Intermediate Term Bond (BIV); and Vanguard Inflation-Protected Securities (VIPSX).

*For periods between April 10, 2007 and January 28, 2008*, the Core Bond Allocation is composed of the following 4 non-proprietary fixed income ETFs, each equally weighted at 25.00%: Vanguard Long Term Treasury Bond (VUSTX); Vanguard Long Term Bond (BLV); Vanguard Intermediate Term Bond (BIV); and Vanguard Inflation-Protected Securities (VIPSX).

*For periods between July 12, 2000 and April 9, 2007*, the Core Bond Allocation is composed of the following 4 non-proprietary fixed income ETFs, each equally weighted at 25.00%: Vanguard Long Term Treasury Bond (VUSTX); Vanguard Long Term Bond (VBLTX); Vanguard Intermediate Term Bond (VBIIX); and Vanguard Inflation-Protected Securities (VIPSX).

*For periods between March 1, 1994 and July 11, 2000*, the Core Bond Allocation is composed of the following 3 non-proprietary fixed income ETFs, each equally weighted at 33.33% (percentages may not total to 100% due to rounding): Vanguard Long Term Treasury Bond (VUSTX); Vanguard Long Term Bond (VBLTX); and Vanguard Intermediate Term Bond (VBIIX).

*For periods between March 24, 1993 and February 28, 1994*, the Core Bond Allocation is composed of the following 3 non-proprietary fixed income ETFs: 66.67% Vanguard Long Term Treasury Bond (VUSTX); and 33.33% Vanguard Intermediate Term Treasury (VFITX).

**Vantage 3.0 American Strategies**
The key element of construction is the use of four core allocations ("Core 3.0 American Allocations") that are comprised of cash ("Core Cash Allocation") and certain American Funds' mutual funds representing the following (sub)asset classes:

- U.S. equities ("Core U.S. Equity Allocation"),
- International equities ("Core Int'l Equity Allocation"), and
- Bonds ("Core Bond Allocation").

**Vantage 3.0 American Models**
There are three Vantage 3.0 American Models – U.S., International, and Bond. The underlying mutual funds and allocations of the Core 3.0 American Allocations are the same in all Vantage 3.0 American Models, with the only differences occurring with changes made to the aggregation of the Core U.S. Equity, Int'l Equity and/or Bond Allocations to meet the investment objectives of each respective 3.0 American Model.

<u>*Core 3.0 American Allocation Compositions*</u>
Since January 1, 2018, the Core U.S. Equity Allocation is composed of the following mutual funds: 40.00% American Growth Fund of America (GAFFX); 30.00% American Fundamental Investors (FUNFX); 15.00% American SMALLCAP World (SFCWX); 15.00% American Washington Mutual (FWMIX).

Since January 1, 2018, the Core Int'l. Equity Allocation is composed of the following mutual funds: 70.00% American Europacific Growth (FEUPX); 15.00% American International Growth and Income (IGAIX); and 15.00% American SMALLCAP World (SFCWX).

Since January 1, 2018, the Core Bond Allocation is composed of the following mutual funds: 50.00% American Capital World Bond (WFBFX) (50.00%); and 50.00% American US Government Securities (USGFX).

The Core Cash Allocation is currently composed of a single cash position.

**Monitors**
Allocation changes to the Vantage 3.0 American Models – and the timing of those changes - are determined by a proprietary formula, represented via a series of internal benchmarks that mirror the composition of the abovementioned Core 3.0 American Allocations.

Beacon monitors the internal U.S. Equity and Int'l Equity-mirrored benchmarks daily. When a benchmark falls below what Beacon considers its low trend line, the mirrored Core U.S. Equity and/or Int'l Equity Allocation position/holdings are liquidated the following business day, with the proceeds from that liquidation invested in the Core Bond Allocation. Conversely, when a benchmark rises above what Beacon considers its high trend line, the mirrored Core Bond Allocation portion/holdings are liquidated the following business day, with the proceeds from liquidation invested back in the Core U.S. Equity and/or Int'l Equity Allocation(s).

Some of the ETFs used in the Core U.S. Equity Allocation/mirrored internal benchmarks were not available during the time period presented:

> *For periods between March 24, 1993 and December 31, 2017*, the Core U.S. Equity Allocation is composed of the following mutual funds: American Growth Fund of America (AGTHX) (40.00%); American Fundamental Investors (ANCFX) (30.00%); American SMALLCAP World (SMCWX) (15.00%); and American Washington Mutual (AWSHX) (15.00%).

Some of the ETFs used in the Core Int'l Equity Allocation/mirrored internal benchmarks were not available during the time period presented:

> *For periods between December 1, 2008 and December 31, 2017*, the Core Int'l. Equity Allocation is composed of the following mutual funds: American Europacific Growth (AEPGX) (70.00%); American International Growth and Income (IGAAX) (15.00%); and American SMALLCAP World (SMCWX) (15.00%).
>
> *For periods between March 24, 1993 and November 30, 2008*, the Core Int'l. Equity Allocation is composed of the following mutual funds: American Europacific Growth (AEPGX) (82.00%); and American SMALLCAP World (SMCWX) (18.00%).

Beacon also monitors the internal Bond-mirrored benchmarks daily. When a Bond benchmark falls below what Beacon considers its low trend line, the mirrored Core Bond Allocation position/holdings are liquidated the following business day, with the proceeds from that liquidation invested in the Core Cash Allocation. Conversely, when a benchmark rises above what Beacon considers its high trend line, the mirrored position/holdings are liquidated from the Core Cash Allocation the following business day, with the proceeds from liquidation invested back in the Core Bond Allocation. ***This does not guarantee against losses from the Core Bond Allocation. The Core Bond Allocation is invested in bond mutual funds with long maturities, which adds exposure to risks that affect market prices of bonds. In addition, there is the potential for larger losses due to rapidly moving prices***.

Some of the ETFs used in the Core Bond Allocation/mirrored internal benchmarks were not available during the time period presented:

> *For periods between March 24, 1993 and December 31, 2017*, the 3.0 American Bond Model is composed of the following mutual funds: American Capital World Bond (CWBFX) (50.00%); and American US Government Securities (AMUSX) (50.00%).

**Vantage 3.0 Market Portfolio Strategies**
The key element of construction is the use of four core allocations ("Core 3.0 Allocations") that are comprised of cash ("Core Cash Allocation") and ETFs representing the following asset classes:

- Equities ("Core Equity Allocation"),
- Bonds ("Core Bond Allocation"), and
- Alternatives ("Core Alternative Allocation").

**Vantage 3.0 Market Portfolio Models**
There is currently one Vantage 3.0 Market Portfolio Model.

*Core 3.0 Market Portfolio Allocation Compositions*
The Core Equity Allocation is currently composed of the following 2 non-proprietary equity ETFs, each equally weighted at 50%: SPDR S&P 500 ETF Trust (SPY) and Invesco QQQ Trust (QQQ).

The Core Bond Allocation is currently composed of the following 4 non-proprietary fixed income ETFs consisting of the following bond durations, each equally weighted at 25% (percentages may not total to 100% due to rounding): Extended Duration Bond; Long Term Bond; Intermediate Term Bond; and Inflation Protected Bond.

The Core Cash Allocation is currently composed of a single cash position.

**Monitors**
Allocation changes to the Vantage 3.0 Market Portfolio Model - and the timing of those changes - is determined by a proprietary formula, represented via a series of internal benchmarks that mirror the composition of the abovementioned Core 3.0 Market Portfolio Allocations.

Beacon monitors the internal Equity-mirrored benchmarks daily. When an Equity-mirrored benchmark falls below what Beacon considers its low trend line, the mirrored Core Equity Allocation position/holdings are liquidated the following business day, with the proceeds from that liquidation invested in the Core Bond Allocation the day after. Conversely, when a benchmark rises above what Beacon considers its high trend line, the mirrored Core Bond Allocation positions/holdings are liquidated the following business day, with the proceeds from liquidation invested back in the Core Equity Allocation. ***This does not guarantee against losses from the Core Equity Allocation. There is the potential for large losses due to rapidly moving prices***.

Some of the ETFs used in the Core Equity Allocation/mirrored internal benchmarks were not available during the time period presented:

> *For periods between March 24, 1993 and March 9, 2003*, the Core Equity Allocation is composed of the following equity ETF: 100% SPDR S&P 500 ETF Trust (SPY).

Beacon also monitors the internal Bond-mirrored benchmarks daily. When a Bond benchmark falls below what Beacon considers its low trend line, the mirrored Core Bond Allocation position/holdings are liquidated the following business day, with the proceeds from that liquidation invested in the Core Cash Allocation. Conversely, when a benchmark rises above what Beacon considers its high trend line, the portion of the holding represented by that index benchmark is liquidated from the Core Cash Allocation the following business day, with the proceeds from liquidation invested back in the Core Bond Allocation. ***This does not guarantee against losses from the Core Bond Allocation. The Core Bond Allocation is invested in bond ETFs with long maturities, which adds exposure to risks that affect market prices of bonds. In addition, there is the potential for larger losses due to rapidly moving prices***.

Some of the ETFs used in the Core Bond Allocation/mirrored internal benchmarks were not available during the time period presented:

> *For periods between January 29, 2008 and October 15, 2012*, the Core Bond Allocation is composed of the following 4 non-proprietary fixed income ETFs, each equally weighted at 25.00%: Vanguard Extended Duration Treasury (EDV); Vanguard Long Term Bond (BLV); Vanguard Intermediate Term Bond (BIV); and Vanguard Inflation-Protected Securities (VIPSX).
>
> *For periods between April 10, 2007 and January 28, 2008*, the Core Bond Allocation is composed of the following 4 non-proprietary fixed income ETFs, each equally weighted at 25.00%: Vanguard Long Term Treasury Bond (VUSTX); Vanguard Long Term Bond (BLV); Vanguard Intermediate Term Bond (BIV); and Vanguard Inflation-Protected Securities (VIPSX).
>
> *For periods between July 12, 2000 and April 9, 2007*, the Core Bond Allocation is composed of the following 4 non-proprietary fixed income ETFs, each equally weighted at 25.00%: Vanguard Long Term Treasury Bond (VUSTX); Vanguard Long Term Bond (VBLTX); Vanguard Intermediate Term Bond (VBIIX); and Vanguard Inflation-Protected Securities (VIPSX).
>
> *For periods between March 1, 1994 and July 11, 2000*, the Core Bond Allocation is composed of the following 3 non-proprietary fixed income ETFs, each equally weighted at 33.33% (percentages may not total to 100% due to rounding): Vanguard Long Term Treasury Bond (VUSTX); Vanguard Long Term Bond (VBLTX); and Vanguard Intermediate Term Bond (VBIIX).

*For periods between March 24, 1993 and February 28, 1994*, the Core Bond Allocation is composed of the following 3 non-proprietary fixed income ETFs: 66.67% Vanguard Long Term Treasury Bond (VUSTX); and 33.33% Vanguard Intermediate Term Treasury (VFITX).

**Third Party Ratings/Rankings/Listings**

All Third-Party Ratings, Rankings and/or Listings posted on this website (including in uploaded marketing materials) do not evaluate the quality of services provided to our clients, are not representative of any client's experience, and are not indicative of future results. No compensation was required for nomination or inclusion in any of these ratings/rankings/listings.

**Industry Publications:**
The rankings or listings released periodically by the following industry publications are based on, among other criteria, data gathered from participating RIA firms via surveys, the RIA firms' publicly available regulatory disclosures (e.g., regulatory AUM as of the most recent calendar year-end), and research conducted by the publishing firms.

*The CNBC FA 100 List*
*CNBC's* FA 100 list is based on proprietary methodology developed by CNBC, in partnership with data provider AccuPoint Solutions. The listing is based on data culled from thousands of RIAs and provided by factors included in the listing: disclosures, years in business, average account size, total accounts under management, number of investment advisor reps (IARs), the ratio of IARs to total number of employees, and total AUM. Beacon provided required information to CNBC upon request. Each section is weighted according to specific criteria created by CNBC and AccuPoint. For more information, please visit: https://www.cnbc.com/2023/09/12/heres-how-we-determine-the-fa-100-ranking-for-2023.html

*Financial Advisor (FA) magazine's RIA Survey & Ranking*
*FA's RIA Survey & Ranking* is published annually by Financial Advisor magazine's and ranks registered investment advisers (RIAs). To be eligible for the ranking, RIAs must be independent (i.e., not the RIA arm of a broker-dealer), file their own ADV with the SEC, and provide financial planning and related services to retail clients. RIAs then voluntarily participate by submitting a survey, which focuses on: overall AUM; services offered by the firm; service fee structure; anticipated changes to the business in the next 5 years; staffing and recruiting; and operations and strategy. Survey review included information provided by RIAs, as well as public data available through each firm's ADV filing. The listing is based on discretionary and non-discretionary AUM reported on the RIA's ADV (as of the most recent calendar year-end); FA does its best to verify AUM by reviewing ADV forms. RIAs are listed from largest to smallest, based on AUM reported. This listing does not evaluate the quality of services provided to clients, is not representative of any one client's experience, and is not indicative of future results. No payment was required for nomination or inclusion in the listing. For more information, please visit: https://www.fa-mag.com/research/ria-survey

*The Financial Times' 300 Top Registered Investment Advisers*
*The Financial Times' 300 Top Registered Investment Advisers* (FT 300) is an independent listing produced annually by Ignites Research, a division of Money-Media, Inc., on behalf of the Financial Times (July 20XX), and is based on data gathered from RIA firms, regulatory disclosures, and the FT's research. To qualify as a candidate, an RIA firm must manage at least $300 million in AUM (assets under management) as of the most recent calendar year-end, have no more than 75% of its AUM be institutional, and be independent (e.g., not the RIA arm of a broker-dealer). For more information, please visit: https://www.ft.com/reports/300-top-investment-advisers

Note: The Financial Times announced in 2021 that it would be suspending its FT 300 rankings.

**Morningstar Ratings:**
The Morningstar Rating™ for funds, or “star rating”, is calculated for managed products (including separate accounts) with at least a three-year history. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. The weights are: 100% three-year rating for 36-59 months of total returns, 60% five-year rating/40% three-year rating for 60-119 months of total returns, and 50% 10- year rating/30% five-year rating/20% three-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent three-year period actually has the greatest impact because it is included in all three rating periods.

All managed products return data is reported to Morningstar as a “composite” of similarly managed portfolios. Rather than selecting a managed product(s) based solely on its respective rating, investors should decide on an overall portfolio strategy and then seek the best managed product(s) for each portion of their portfolio.



Last Updated: May 14, 2024