



Qualified Plan Participant Guide ...

Why Invest in Your Employer-Sponsored Qualified Retirement Plan?

Many investors think they will have time to invest later, or conversely, that they don't have enough time to catch up. However, investing as early and as often as possible is the key to building a healthy nest egg. In fact, in a qualified retirement plan:

- **Contributions are often taken from pre-tax salary, so the funds grow tax-deferred until withdrawn.** This reduces your current taxable income.
- **The compounding effect of consistent periodic contributions over 20 or 30 years is dramatic,** so it's to your benefit to start early.
- **Your money stays with you:** all contributions can be moved from one company's plan to the next company's plan (or to an IRA) if you change jobs.
- **Contributions are automatically deducted** so you don't have to remember to contribute each pay period.
- If you are concerned about your ability to retire on the funds you've saved and are 50 or older, **you may be eligible to make catch up contributions** beyond the normal annual limits.

THE POWER OF COMPOUNDING

Take a look at this table, in which the returns of each investor varied greatly over time due to the power of compounding. When the value of your retirement account increases and you remain invested long term, you have the opportunity to reinvest your gains, which can provide additional opportunity for account growth.

	Investor A	Investor B	Investor C
Age Starts Investing	30	40	30
Age Stops Investing	39	65	65
Years of Contributing	10	25	35
Total Invested Amount	\$20,000	\$50,000	\$70,000
Account Value at Age 65	\$231,439	\$172,702	\$404,141

30+

the number of years your retirement may last

80%

the percentage of your current annual income you may need each year in order to retire comfortably¹

\$1,335

the average monthly benefit paid by the Social Security Administration²

\$172K

the estimated median amount of savings for those who are 60-70 years

5.8%

the projected growth rate of healthcare spending through 2022, which will greatly impact retirement account funds⁴

Why Hire a Professional Money Manager?

LACK OF TIME

Tremendous demands on time often leave little opportunity for personal investment management. That is why a professional money manager like Brinker Capital Investments is beneficial – **we monitor the market and portfolios every day.**

INADEQUATE EXPERIENCE

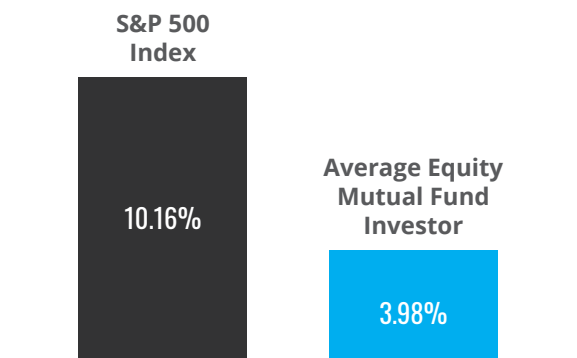
Many investors are understandably unfamiliar with financial markets and how to choose investment options. In fact, a Dalbar, Inc. study showed that between 2007 and 2017, individual equity mutual fund investors achieved an average return of 4.88%, while the S&P 500 returned 8.50%. A professional money manager, such as Brinker Capital Investments, can help bridge this gap by:

- **Monitoring portfolios daily** and actively making adjustments based on changing economic and market conditions, in order to keep your portfolio in line with your individual tolerance for risk.
- Maintaining a disciplined investment approach with the goal of **providing stability** to your portfolio.
- Spending countless hours conducting **research and due diligence**. Our investment strategists and portfolio managers – many of whom hold the prestigious Chartered Financial Analyst® (CFA) designation – are experienced financial professionals and are well trained in finance and economics.

EMOTION

Investors often go through a severe cycle of emotions with their investments. Professional money managers, like Brinker Capital Investments, can **help identify points of risk and opportunity, and help you avoid making costly investment mistakes that are based on emotion.**

Average Annual Returns 1986 - 2016



The Cycle of Investor Emotions



Quantitative Analysis of Investor Behavior, 2017." DALBAR, Inc. www.dalbar.com Equity performance is represented by the Standard & Poor's 500 Composite Index, an unmanaged index of 500 common stocks generally representative of the U.S. stock market. The average investor refers to the universe of all mutual fund investors whose actions and financial results are restated to represent a single investor. This approach allows the entire universe of mutual fund investors to be used as the statistical sample, ensuring ultimate reliability. QAIB calculates investor return as the change in assets, after excluding sales, redemptions and exchanges. This method of calculation captures realized and unrealized capital gains, dividends, interest, trading costs, sales charges, fees, expenses and any other costs. You cannot invest directly in an index. Past performance does not guarantee future results. Investors cannot directly invest in an index and unmanaged index returns do not reflect any fees, expenses or sales charges.

Brinker Capital Investments Methodology

Finding the optimal asset mix to meet your specific capacity for risk is not always easy. But that's where Brinker Capital Investments comes in – we have been building individualized, balanced, global portfolios since 1989 and have been a valued partner of many top qualified retirement plan companies since 2002.

Brinker Capital Investments' Risk Budgeting Methodology is the foundation of our portfolio construction process. Upon enrollment, you determine your individual Risk Budget (via the questionnaire to the right). This budget represents the amount of risk you are comfortable taking on in exchange for potential returns, and is the risk level at which we manage your account. Brinker Capital Investments analyzes the risk of each asset you hold to ensure the combined risk level of your account is suitable for your individual needs. We are careful not to underexpose you to risk, as this may not give your account adequate opportunity to grow. Yet we do not overexpose you, as this could leave you unable to meet your financial obligations.

THE IMPORTANCE OF SYSTEMATIC INVESTING

Systematic investing, or the process of investing a pre-determined amount on a recurring basis, allows you remain disciplined about saving and may provide smoother investment returns over the long term. Consider the example below, in which an investor contributed \$300 each month to his or her retirement account. Due to decreased share prices in months two, three, and four, the professional money manager for the investor's retirement account was able to purchase additional shares. After six months, the investor's account contained 255 shares at an average share price of \$7.06. Had the investor stopped investing when the market was at a low, the opportunity for his or her investment manager to buy shares at a low price and sell them when they increased in value would have been missed.

Month	Amount Invested	Share Price	Number of Shares
1	\$300	\$10	30
2	\$300	\$5	60
3	\$300	\$6	50
4	\$300	\$5	60
5	\$300	\$12	25
6	\$300	\$10	30
Total	\$1800	\$7.06 (avg)	255

The illustration above is shown for illustrative purposes only and is not meant to represent the Brinker Capital Investments AdvisorOne Funds.

Systematic investing does not assure a profit or protect against a loss and investors should consider their ability to continue the strategy during periods of low share prices.

Your Individual Risk Budget

Think of your Risk Budget as a thermostat. Everyone has a comfort zone: some may like the thermostat set at 69 degrees, others may prefer 73. No matter what the weather is like outside, the thermostat works to keep the temperature inside at a designated level. Risk Budgeting is essentially a thermostat for your account. Once your Risk Budget is set, Brinker Capital Investments consistently monitors and analyzes the assets in your account to keep the risk level constant no matter how global market conditions change.



Plan Investments

Depending on which options your qualified retirement plan has available, Brinker Capital Investments will allocate your account to a mix of either:

- **AdvisorOne Funds**, these funds primarily invest in exchange traded funds (ETFs), which provide a variety of potential benefits including transparency, stable market and risk exposure, diversification, and low costs.
- **Index Funds**, which may be available within your plan provider's product. These funds are low cost in nature and include, but are not limited to Vanguard Funds.
- **American Funds**, which may be available within your plan and are renowned for their managers' stock-picking expertise and long-term focus.

Regardless of the fund options used, your account will always be managed in line with your individual Risk Budget, and will contain a mix of investments that offers broad diversification to a variety of asset classes.

An ETF is a type of investment company whose investment objective is to achieve the same return as a particular market index. An ETF is similar to an index fund in that it will primarily invest in the securities of companies that are included in a selected market index. An ETF will invest in either all of the securities or a representative sample of the securities included in the index. You should also be aware that ETFs carry similar risks to those of stocks and that returns will fluctuate and are subject to market volatility, so that an investor's shares, when redeemed or sold, may be worth more or less than their original cost. Any sample allocations displayed in this work are meant to serve as examples. Actual holdings may differ. This information should not be considered investment advice.

Sample Top Ten Holdings

AdvisorOne Funds		
Invesco FTSE RAFI Emerging Markets ETF	PXH	6%
Davis Select Financial ETF	DFNL	4%
iShares Exponential Technologies ETF	XT	4%
iShares MSCI USA Value Factor ETF	VLUE	4%
Fidelity Value Factor ETF	FVAL	4%
Fidelity Total Bond ETF	FBND	3%
Schwab Fundamental U.S. Small Company Index ETF	FNDA	3%
WisdomTree Emerging Markets High Dividend Fund	DEM	3%
PIMCO Enhanced Short Maturity Active ETF	MINT	3%
Invesco DB Commodity Index Tracking Fund	DBC	3%

Index Funds		
Vanguard Total Stock Market Index Fund	VTSAX	22%
Metropolitan West Ultra Short Bond Fund	MWUIX	16%
Vanguard Total International Stock Index Fund	VTIAX	14%
Vanguard Value Index Fund	VVIAX	13%
DoubleLine Core Fixed Income Fund	DBLFX	12%
Vanguard Emerging Markets Stock Index Fund/US	VEMAX	10%
Vanguard International Value Fund	VTRIX	4%
DFA US Small Cap Portfolio	DFSTX	3%
Vanguard Commodity Strategy Fund	VCMDX	3%
Vanguard Alternatives Strategy Fund	VASFX	3%

American Funds		
American Funds American Mutual	RMFGX	23%
American Funds Dvlpg Wld Gr&Inc	RDWGX	16%
American Funds Income Fund of Amer	RIDGX	11%
American Funds Intl Gr and Inc	RIGGX	11%
American Funds ST Bd Fd of Amer	RMMGX	10%
American Funds Bond Fund of Amer	RFBGX	8%
American Funds New Economy	RNGGX	7%
American Funds SMALLCAP World	RLLGX	5%
American Funds Fundamental Invs	RFNGX	5%
American Funds Invmt Co of Amer	RICGX	4%

Choosing a Management Option That's Right For You

When you choose Brinker Capital Investments' professional management for your retirement account, you may have the ability to select from the following options that Brinker Capital Investments uses to manage your Risk Budget. Check with your Human Resources Department to determine which options are available on your plan.

LEVEL OPTION:

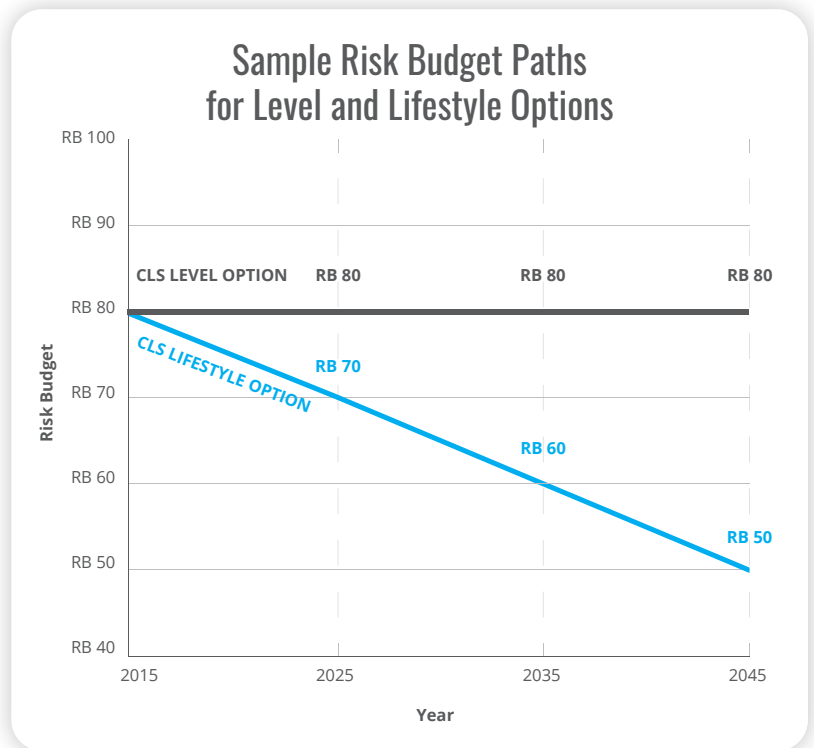
Your Risk Budget stays constant, even as you near retirement

Your account is managed consistently at the Risk Budget you specify on the participant questionnaire, until you indicate otherwise.

LIFESTYLE OPTION:

Your Risk Budget gradually declines as you near retirement

Your account is initially allocated based on the Risk Budget you specify on the participant questionnaire and automatically declines by one point each year. You'll begin at your comfort level and continue to get more conservative as you move closer to your financial goals.

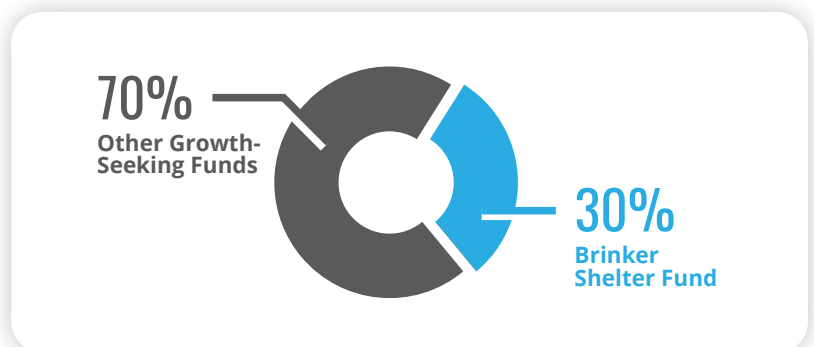


ADVISOR ONE 30% PROTECTION OPTION

(if available on your plan):

Suitable for investors who are especially sensitive to market declines due to a shortened investing horizon or an extreme fear of decreasing account value

A portion of your account is invested in Brinker Capital Investments' Shelter Fund, which seeks account growth when the market is flat or performing well, yet moves to conservative assets if the market severely declines. The remainder of your account is placed into a mix of other funds appropriate for your Risk Budget, which also automatically decreases by one point each year you are enrolled in the plan.



Frequently Asked Questions

CAN I CANCEL MY SERVICE AT ANY TIME?

Yes. There is no long-term commitment to Brinker Capital Investments; you may cancel at any time without incurring any penalties or withdrawal fees. Please contact your Human Resources Department for information about other fees associated with Brinker Capital Investments professional management.

WHERE CAN I SEE DETAILS ABOUT MY ACCOUNT?

Brinker Capital Investments' individual quarterly performance evaluations are available by logging onto Brinker Capital Investments' secure account portal. This convenient online archive allows you to eliminate paper clutter and provides a more secure delivery option than through U.S. mail. New online statements are available in January, April, July, and October. You can access your statement by visiting BrinkerCapital.com or calling Brinker Capital Investments at 800.333.4573.

You can also download Brinker Capital Investments' mobile app for on-the-go access to account information. The app can be found by searching for "Brinker Capital Investments" in your mobile app store.

HOW DO I CHANGE MY RISK BUDGET?

Life happens – we know there may be a time when you need or want to change your Risk Budget. Contact a member of your company's retirement plan service team (usually a member of your Human Resources Department) or consult with your plan's financial advisor to make changes to your Risk Budget.

WHAT TYPES OF STATEMENTS DOES BRINKER CAPITAL INVESTMENTS PROVIDE?

Brinker Capital Investments provides two types of statements: a PDF statement and a video statement. Our PDF statements offer details about your account, including holdings, account values, deposits, withdrawals, gains, and fees. Our video statements provide a dynamic view of your specific account performance and allocation changes over the prior quarter, as well as general information about how the market performed and how it may have affected your account.





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¹ IRS.gov; ² ssa.gov; ³ investopedia.com; ⁴ BenefitsPro

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The Advisor One Funds ("funds") are funds of funds meaning they invest in underlying mutual funds and exchange-traded funds ("Underlying Funds"). As a result, the Funds indirectly bear investment management fees of the underlying funds in addition to the fees and expenses of the Funds. In some instances it may be less expensive for an investor to invest in the underlying funds directly. There is also a risk that investment advisers of those underlying funds may make investment decisions that are detrimental to the performance of the Funds. Investments in underlying funds that own small- and mid-capitalization companies may be more vulnerable than larger, more established organizations. Investments in underlying funds that invest in foreign equity and debt securities could subject the Funds to greater risks including, currency fluctuation, economic conditions, and different governmental and accounting standards. The Shelter Fund also invests in U.S. government zero coupon bonds which can cause the value of your investment in the Shelter Fund to fluctuate with changes in interest rates. Long-term bonds are generally more sensitive to interest rate changes than short-term bonds. Because zero coupon bonds do not pay current income, their prices can be very volatile when interest rates change.

Investors should carefully consider the investment objectives, risks, charges and expenses of the Advisor One Funds. This and other information about the Advisor One Funds is contained in the prospectus, which can be obtained by clicking here or by calling (866) 811-0225. The prospectus should be read carefully before investing. The Advisor One Funds are distributed by Northern Lights Distributors, LLC, member FINRA/SIPC. Brinker Capital Investments is not affiliated with Northern Lights Distributors, LLC.