

Pursuing a Better Investment Experience

Last updated: February 2016



1. Embrace Market Pricing

World Equity Trading in 2015

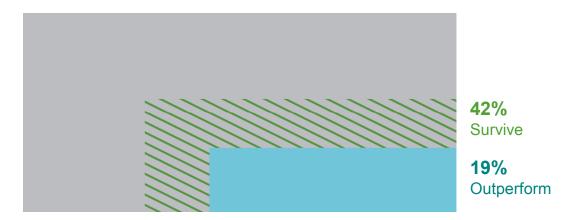
| | Number of Trades | Dollar Volume |
|---------|------------------|---------------|
| Daily | 98.6 | \$447.3 |
| Average | million | billion |

The market is an effective, information-processing machine. Millions of participants buy and sell securities in the world markets every day, and the real-time information they bring helps set prices.



2. Don't Try to Outguess the Market

US Equity Mutual Fund Performance



15 Years 2,711 funds at beginning

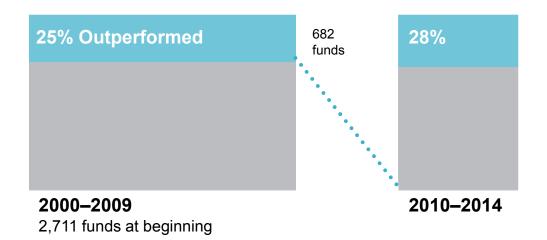
The market's pricing power makes it difficult for investors who try to outsmart other participants through stock picking or market timing.

As evidence, only 19% of US equity mutual funds have survived and outperformed their benchmarks over the past 15 years.



3. Resist Chasing Past Performance

Do Outperforming US Equity Mutual Funds persist?



Some investors select mutual funds based on past returns. However, funds that have outperformed in the past do not always persist as winners.

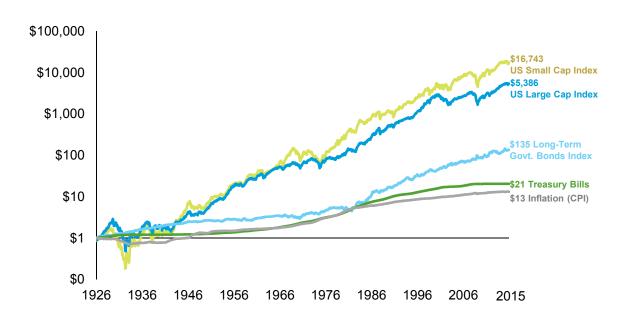
Past performance alone provides little insight into a fund's ability to outperform in the future.



4. Let Markets Work for You

Growth of a Dollar, 1926-2015

(Compounded monthly)



The financial markets
have rewarded long-term
investors. People expect
a positive return on the capital
they supply, and, historically, the
equity and bond markets have
provided growth of wealth that
has more than offset inflation.



5. Consider the Drivers of Returns

Dimensions of Expected Returns

Credit

Market Equity premium—stocks vs. bonds **Company Size** EQUITIES Small cap premium—small vs. large companies Relative Price¹ Value premium—value vs. growth companies Profitability² Profitability premium—high vs. low profitability companies FIXED INCOME— Term Term premium—longer vs. shorter maturity bonds

Credit premium—lower vs. higher credit quality bonds

Academic research has identified these equity and fixed income dimensions. which point to differences in expected returns.

These dimensions are pervasive, persistent, and robust and can be pursued in cost-effective portfolios.

6. Practice Smart Diversification

Home Market Index Portfolio



S&P 500 1 country, 500 stocks

Global Market Index Portfolio



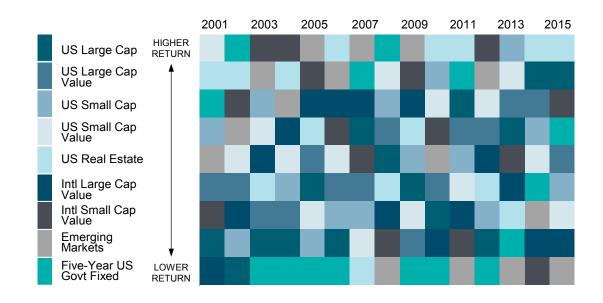
MSCI All Country World Index (IMI) 46 countries, 8,716 stocks

Diversification helps reduce risks that have no expected return, but diversifying within your home market is not enough. Global diversification can broaden your investment universe.



7. Avoid Market Timing

Annual Returns by Market Index

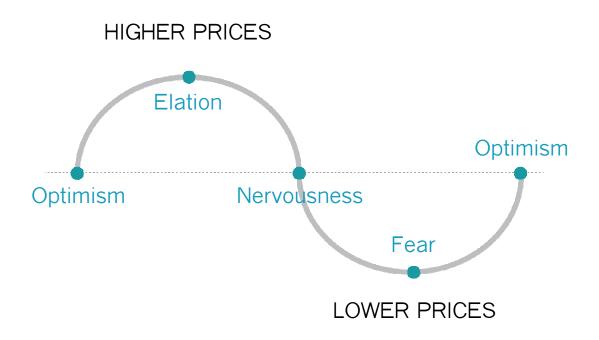


You never know which market segments will outperform from year to year. By holding a globally diversified portfolio, investors are well positioned to capture returns wherever they occur.



8. Manage Your Emotions

Reactive Investing in a Market Cycle



Many people struggle to separate their emotions from investing. Markets go up and down. Reacting to current market conditions may lead to making poor investment decisions at the worst times.

For illustrative purposes only.



9. Look beyond the Headlines



The Five Best Funds

GOLD MARKET BUST

Housing Market Booming!

Daily market news and commentary can challenge your investment discipline. Some messages stir anxiety about the future while others tempt you to chase the latest investment fad.

When tested, consider the source and maintain a long-term perspective.

For illustrative purposes only.



10. Focus On What You Can Control

Creating an investment plan to fit your needs and risk tolerance

Structuring a portfolio around dimensions of returns

Diversifying broadly

Reducing expenses and turnover

Minimizing taxes

A financial advisor can create a plan tailored to your personal financial needs while helping you focus on actions that add value.

This can lead to a better investment experience.