

Balanced Income

Moderately Cautious (5- to 10-Year Time Horizon)

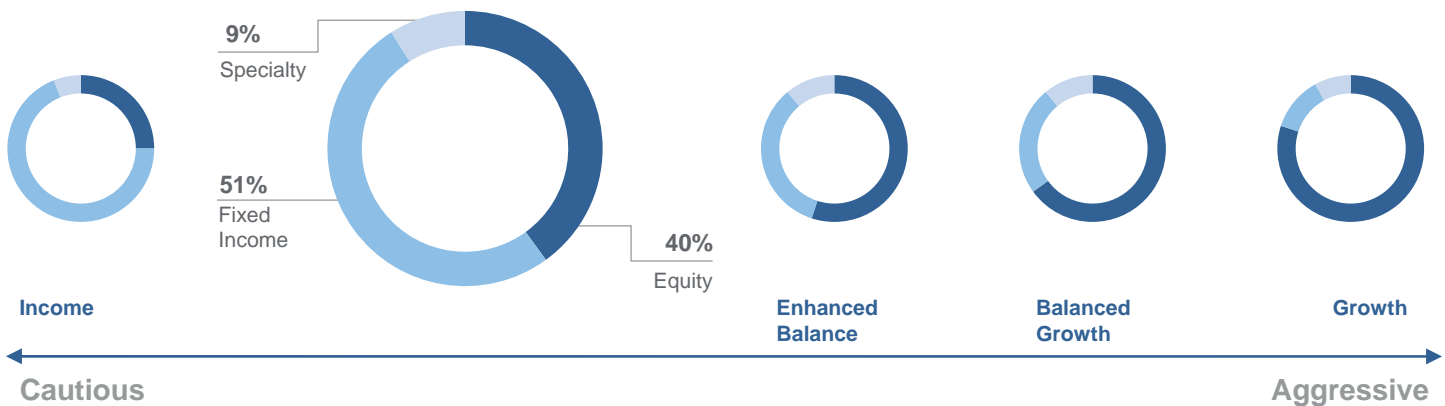
3Q 2017



Objective

Designed for investors with a low risk tolerance and an estimated time horizon of 5 to 10 years. The objective of this strategy is to generate income with low volatility while having a modest allocation to stocks for capital appreciation. Investors in this strategy are more concerned with income and downside market protection over capital appreciation. This allocation is actively managed and we will make changes to the asset class weightings over time. The anticipated investment ranges for this allocation are: Stocks: 25% - 40%; Bonds: 60% - 75%.

Allocation Summary



At WealthCoach, we understand that every investor is different, but recognize that all investors have similar concerns and objectives for their investments. We have identified four common investment objectives: Opportunity for Outperformance, Opportunity for Downside Protection, Low Cost and Tax Efficiency. We have created multiple allocations to meet each of these investor needs. We offer investment allocations that comprise active managers, who closely monitor the included investments with a focus on downside protection when markets are down. We offer Index Allocations for investors that are concerned with lower costs and tax efficiency, which are designed to match market returns. Lastly, WealthCoach offers a hybrid investment allocation solution which includes a mix of both actively managed and indexed securities.

	Active Allocation	Hybrid Allocation	Index Allocation
Offers opportunity to outperform the markets	●	◐	○
Offers opportunity for downside protection	●	◐	○
Offers low-cost solution	○	◐	●
Offers a solution to minimize taxes	○	◐	●

The allocation shown above reflects the current allocation of the indicated allocation model. Westwood Wealth Management may change the allocation model at any time. Allocation models are typically reviewed quarterly. The Westwood WealthCoach allocation models are outlined in detail on the Allocation Details page and consist of a mix of mutual funds and/or ETFs. Each type of fund has unique risks that clients should consider. Westwood WealthCoach is an online, automation-based advisory program. Participation in the Westwood WealthCoach program entails certain risks, such as through the use of an algorithm and automated process to rebalance accounts. These risks are described in Westwood Advisors' Form ADV Part 2A.



Active Allocation

Our active manager investment models may use affiliated or unaffiliated investment vehicles to provide the opportunity for market outperformance and the opportunity for downside protection. Active investment managers are paid to research and invest in a limited number of investments with the fund that the manager believes are attractive opportunities. Active managers, who monitor the included investments with a focus on downside protection when markets are down, routinely buy and sell stocks with these funds. Generally, active managers try to beat their benchmarks, but sometimes they are not successful. Investors in these models are willing to pay more for professional management of the investments within the funds to have their investments actively managed. Active Allocation will use Westwood Funds, a family of mutual funds managed by Westwood Management Corp., an affiliate of Westwood Advisors, if the Westwood Fund meets certain parameters or affiliated fund offers a unique product.

Objective: Outperform Benchmarks, Provide Downside Protection and Manage Potential Market Risk

Hybrid Allocation

Our hybrid investment models are designed to provide the best options from both our active and index investment allocations. To do this, we select investments based primarily on historical risk and return. Certain asset classes are used to provide a lower cost solution for the allocation, while other asset classes use active managers to provide the opportunity for routine trading of higher quality securities therefore diminishing the potential impact of a falling market. The financial team at WealthCoach researches historical index information versus the universe of managers and determines when to index and when to use active managers.

Objective: Outperform Benchmarks, Provide Downside Protection, Offer Lower Cost and Tax-Efficient Asset classes

Index Allocation

Our index investment models use exchange traded funds (ETFs) to provide access to multiple investment asset classes. The allocation weightings are determined by WealthCoach to provide a lower cost and more tax-efficient options for our clients. Index investing does not require the use of an active manager to research each stock held in the fund. It is simply buying the appropriate index for each asset class with the expectation that they will trade in line with the markets. This approach allows investors to access a low-cost solution and since exchange traded funds typically do not have capital gain distributions, they tend to be more tax efficient.

Objective: Offer Lower Cost and Tax Efficiency

0.60%
Advisory Fee

0.50%
Advisory Fee

Public Servants: Active Duty and Retired Military, Teachers, Police and Firefighters are offered a reduced fee in gratitude for their service to our nation.

Affiliated Funds are excluded from Advisory Fee.