

INSIGHT PORTFOLIOS

Concentrated Stock Strategy

PROCESS
PRINCIPLES
PEOPLE
PERFORMANCE

OBJECTIVE

Insight Wealth Management Group's Insight Concentrated Stock Strategy is managed with a focus on sectors outperforming other sectors and the broad market to seek to deliver superior performance. We utilize custom-tailored, actively managed stock to help clients build, preserve and transition wealth.

STRATEGY

The PIM Portfolio Manager seeks to achieve the Insight Concentrated Stock Strategy's objective by constructing a universe of more than 300 stocks that are mostly Large Cap in nature and have a tilt toward companies who have historically paid dividends, though not always.

INVESTMENT APPROACH

Our Insight Concentrated Stock Strategy stocks are selected from investments found in the following portfolios that align with the solutions and strategies offered through Wells Fargo Investment Institute.

- *WFII Dividend Stock Income Plan*
- *WFII Value Equity List*
- *WFII International Equity List*
- *WFII Current Equity Income*
- *WFII Global Dividend Payers*
- *WFII High Yield Equity & Income*
- *WFII Blue Chip Stock*
- *WFII Dynamic Growth*
- *WFII Focused Equity*
- *WFII Core List*

SCREENING PROCESS: Portfolio Manager targets 30 positions though the Strategy may go higher or lower. Stocks are ranked by a proprietary point system and must meet a minimum score to be considered. The point system is based on:

- *Number of portfolios the stock is currently found in*
- *Dorsey Wright "Relative Strength" score and trend score*
- *WFII Equity Research*
- *Growth, Value, and Momentum analytics*
- *Number of Buys, Holds, and Sells in analyst universe*
- *Fundamental analysis from correspondent and affiliate research providers*

The Insight Concentrated Stock Strategy's target sector weightings benchmark the Wells Fargo Investment Institute and allocation weightings are determined by an overall score and how it compares with its peers in each sector. Sector weightings can vary plus or minus 3% based on relative strength, technical indicators and screening results.

SELL DISCIPLINE: The following circumstances typically drive our decision to remove, or consider removing, a stock from the Strategy:

- *Stock does not meet the threshold in the ranking system*
- *Stock is in a "negative trend" according to Dorsey Wright research*
- *Stocks experiencing drastic moves downward*
- *Stocks fall below established price limit (determined when position enters the Strategy)*

Note: If sector weightings change, lowest scored stock is removed and replaced with highest scored stock in the sector(s) that receive the weighting.

Inception Date: 11/11/2015

Investment and Insurance Products are:

- **Not Insured by the FDIC or Any Federal Government Agency**
- **Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate**
- **Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested**



Rick Salus, CFP®, CIMA
Managing Director - Investment Officer
Senior PIM Portfolio Manager

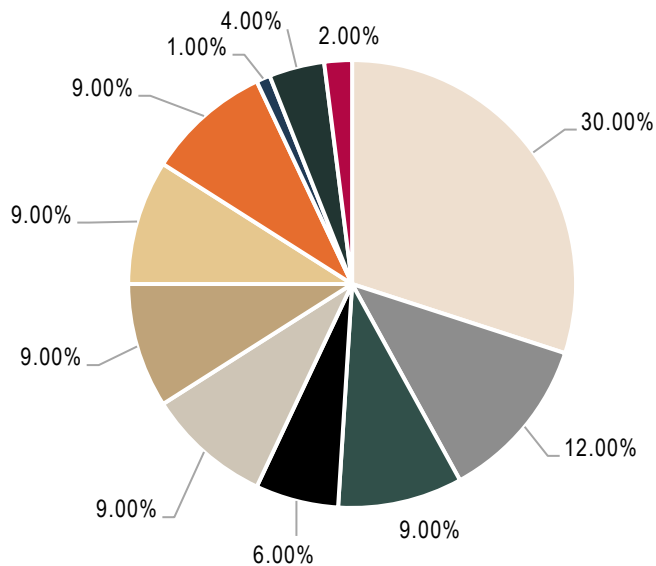
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PIM Portfolio Manager

Michael Salus
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HOLDINGS Data as of 06/24/2024

SECURITY DESCRIPTION	TARGET	INDUSTRY	SECURITY DESCRIPTION	TARGET	INDUSTRY
CASH	1.00%	CASH AND CASH EQUIVALENTS	FIRST TR EXCHANGE TRADED FD IV FIRST TR ENH	2.00%	FIXED INCOME - ETF
ALPHABET CLASS A	3.00%	COMMUNICATION SERVICES	ABBOTT LABS	3.00%	HEALTH CARE
META PLATFORMS INC	3.00%	COMMUNICATION SERVICES	ELI LILLY & CO	3.00%	HEALTH CARE
NETFLIX COM INC COM	3.00%	COMMUNICATION SERVICES	THERMO FISHER SCIENTIFIC INC	3.00%	HEALTH CARE
HOME DEPOT INC	3.00%	CONS DISCRETIONARY	MERCK & COMPANY	3.00%	HEALTH CARE
AMAZON COM INC	3.00%	CONS DISCRETIONARY	PARKER HANNIFIN CORP	3.00%	INDUSTRIALS
KB HOME COM	3.00%	CONS DISCRETIONARY	KBR INC COM	3.00%	INDUSTRIALS
WAL MART STORES INC	3.00%	CONS STAPLES	EATON CORP PLC SHS	3.00%	INDUSTRIALS
MONDELEZ INTL INC COM	3.00%	CONS STAPLES	APPLIED MATLS INC	4.00%	INFO TECH
HALLIBURTON CO	3.00%	ENERGY	APPLE COMPUTER INC	4.00%	INFO TECH
DIAMONDBACK ENERGY INC	3.00%	ENERGY	CROWDSTRIKE HLDGS INC CLA	4.00%	INFO TECH
EOG RESOURCES INC.	3.00%	ENERGY	MICROSOFT CORP	5.00%	INFO TECH
CHUBB LIMITED COM	3.00%	FINANCIALS	SALESFORCE COM INC COM	3.00%	INFO TECH
VISA INC CLASS A	3.00%	FINANCIALS	NXP SEMICONDUCTORS N V COM	3.00%	INFO TECH
J.P. MORGAN CHASE & CO	3.00%	FINANCIALS	NVIDIA CORP	4.00%	INFO TECH
			ARISTA NETWORKS INC COM	3.00%	INFO TECH
			NUCOR CORP	4.00%	MATERIALS



CATEGORY	TARGET
INFO TECH	30.00%
HEALTH CARE	12.00%
CONS DISCRETIONARY	9.00%
CONS STAPLES	6.00%
COMMUNICATION SERVICES	9.00%
FINANCIALS	9.00%
INDUSTRIALS	9.00%
ENERGY	9.00%
CASH AND CASH EQUIVALENTS	1.00%
MATERIALS	4.00%
FIXED INCOME ETF	2.00%

The holdings list represents holdings in a representative account of the style as of the date shown above and is subject to changes without notice. The mention of a specific security recommendation or a solicitation for any person to buy, sell or hold a particular security. Portfolio shown is as of 6/24/2024 and subject to change. As PIM portfolios are separately managed, the individual client account holdings will vary, perhaps significantly, from those listed on this factsheet. Information, such as industry sector allocation percentages and market capitalization allocation percentages, will also vary from the information listed on the factsheet. A client opening an account today may, or may not, be invested in securities or sectors based upon the percentages shown on this factsheet.. For the most recent portfolio composition please contact the PIM Manager.

*Dividends are not guaranteed and are subject to change or elimination

As each Private Investment Management (PIM®) program account is individually managed, construction and ongoing management of portfolios may vary from those discussed in this Philosophy Statement.

Technical analysis is based on the study of historical price movements and past trend patterns. There is no assurance that these movements or trends can or will be duplicated in the future. Dorsey, Wright & Associates developed the indicators described in this report. They have been prepared without regard to any particular investor's investment objectives, financial situation and needs. Accordingly, investors should not act on any recommendation (express or implied) or information in this report without obtaining specific advice from their financial advisors and should not rely on information herein as the primary basis for their investment decisions. Relative Strength is a measure of price trends that indicates how a stock is performing relative to other stocks in its industry.

Past performance is not indicative of future results, and there is no assurance that any investment strategy will be successful. The Diversified Stock Income Plan (DSIP) is a preselected, regularly reviewed list of stocks with attractive yields, chosen because of the likelihood of the companies to consistently raise annual dividends. When looking for growth-oriented equity investors to potentially keep up with the rising cost of living. Of course, dividends are not guaranteed and are subject to change or elimination. The performance of PIM portfolios may differ from WFA's other firm programs.

The PIM Program is not designed for excessively traded or inactive accounts and are not suitable for all investors. Please carefully review the Wells Fargo Advisors advisory disclosure document for a full description of our services. The minimum account size for this program is \$50,000.

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