

INSIGHT PORTFOLIOS

Tactical Tilt Strategy

PROCESS
PRINCIPLES
PEOPLE
PERFORMANCE

STRATEGY

What is the Tactical Tilt Strategy Strategy?

- Designed using the research and sector weightings of Dorsey Wright
- Based on a relative strength analysis
- Comes from understanding the forces of supply and demand
 - *The same forces that affect prices in the supermarket can also have some effect on prices in the stock market.*
 - *Stocks, sectors, countries and asset classes move in and out of favor just like produce in the supermarket.*

HOW DO WE USE RELATIVE STRENGTH ANALYSIS?

- *Asset Class vs. Asset Class Analysis*
- *Sector vs. Sector Analysis*
- *Peer vs. Peer Analysis*

ANALYSIS BEGINS WITH 6 BROAD ASSET CLASSES

- *Fixed Income*
- *Commodities*
- *International Stocks*
- *US Stocks*
- *Foreign Currencies*
- *Cash and cash alternatives*

DYNAMIC ASSET LEVEL INVESTING, 2008-2010

DATE CHANGE	ASSET CLASS 1	ASSET CLASS 2
01/04/2008	MONEY MARKET	COMMODITIES
03/12/2008	FOREIGN CURRENCIES	COMMODITIES
07/23/2008	FOREIGN CURRENCIES	MONEY MARKET
10/01/2008	MONEY MARKET	MONEY MARKET
10/22/2008	FIXED INCOME	MONEY MARKET
01/01/2008	FIXED INCOME	INT'L EQUITIES
01/14/2009	FIXED INCOME	MONEY MARKET
03/19/2009	FIXED INCOME	COMMODITIES
04/13/2009	INT'L EQUITIES	COMMODITIES
07/07/2009	INT'L EQUITIES	MONEY MARKET
08/04/2009	INT'L EQUITIES	COMMODITIES
09/08/2009	INT'L EQUITIES	DOMESTIC EQUITIES
02/04/2010	MONEY MARKET	DOMESTIC EQUITIES
04/01/2010	INT'L EQUITIES	DOMESTIC EQUITIES
05/06/2010	MONEY MARKET	DOMESTIC EQUITIES
05/20/2010	MONEY MARKET	FIXED INCOME
08/02/2010	INT'L EQUITIES	MONEY MARKET
09/20/2010	INT'L EQUITIES	DOMESTIC EQUITIES

ASSET CLASSES

DOMESTIC EQUITIES
INTERNATIONAL EQUITIES
COMMODITIES
FOREIGN CURRENCIES
FIXED INCOME
CASH AND CASH ALTERNATIVES

EXAMPLE OF EMPHASIZED ASSET CLASS IN DALI

Inception Date: 01/01/2011

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**



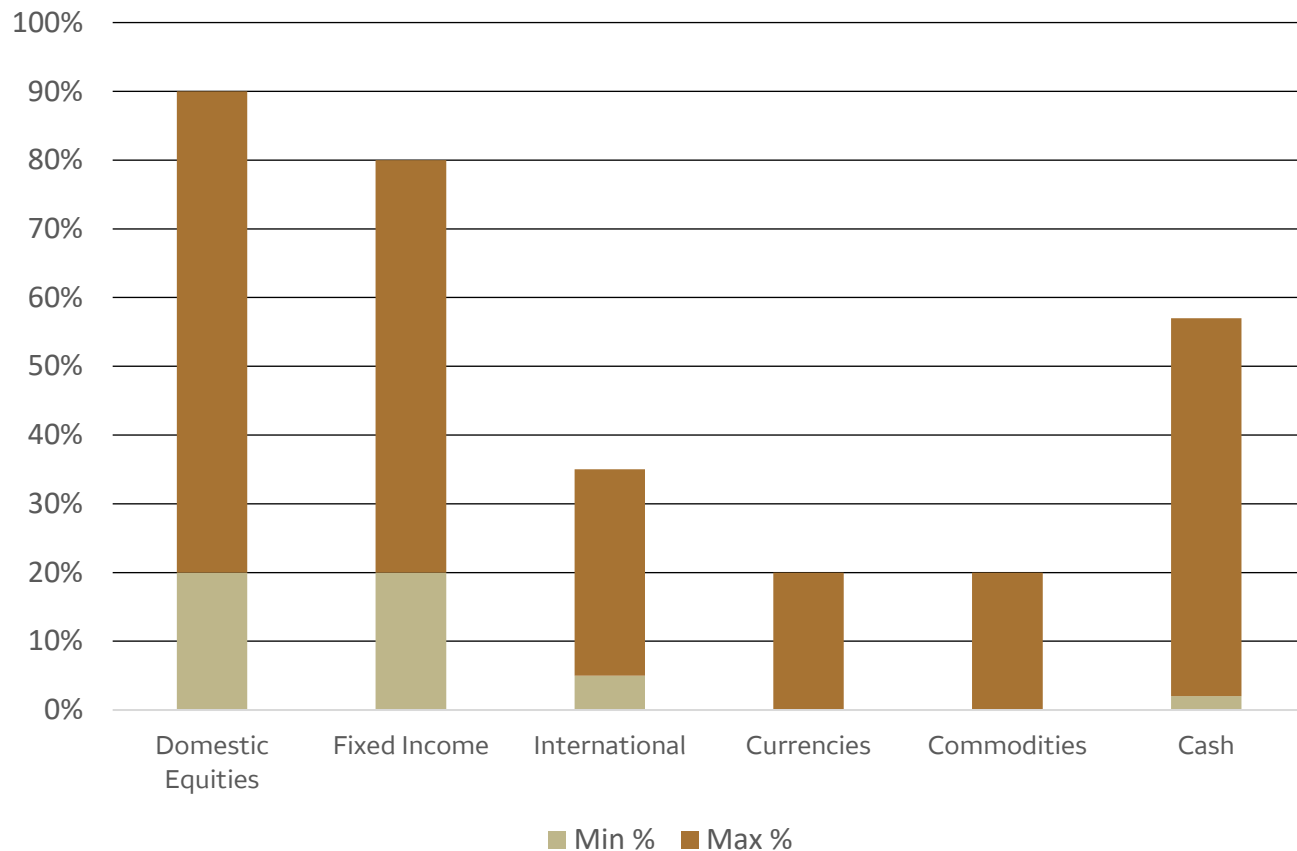
Rick Salus, CFP®, CIMA
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“TILT” STRATEGY



Exchange Traded Funds are subject to risks similar to those of stocks. Investment returns may 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.

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EXCHANGE TRADED FUNDS

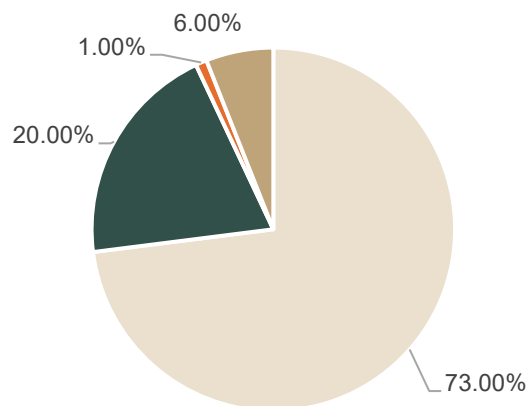
- LIQUID Trade on exchanges throughout the day
- TRANSPARENT Holdings always known
- LOW COST Typically lower than mutual funds
- DIVERSIFIED Avoids individual stock/bond risk
- TAX EFFICIENT Uses redemption process
- ACCESS Exposure to multiple asset classes
- INDEXING Track both passive and rules-based
- Do not use any that are inverse or leveraged

WHY EVERYONE ELSE DOESN'T DO IT

- Forces us to do what is uncomfortable
- Hold onto the Winners- Sell the Losers
- Makes us think about the Strategy as a whole, not position by position
- Makes it tough to hold the course at market turning points
- We react emotionally during volatile markets
- Requires us to remain disciplined
- News media guides investor and advisor opinions and actions

HOLDINGS Data as of 06/24/2024

TICKER	SECURITY DESCRIPTION	TARGET	SECTOR
CASH-1	CASH	1.00%	CASH AND CASH EQUIVALENTS
CIBR	FIRST TR ETF II ETF	5.00%	EQUITY - ETF
FTCS	FIRST TRUST CAPITAL ETF STRENGTH	7.00%	EQUITY - ETF
FEP	FIRST TR EXCH TRD ALPHA FD IEUROPE ALPHA	7.00%	EQUITY - ETF
FDT	FIRST TR EXCH TRD ALPHA FD IDEV MRK EX US	7.00%	EQUITY - ETF
FDN	FIRST TR EXCHANGE TRADED FD DJ INTERNT IDX	7.00%	EQUITY - ETF
QQXT	FIRST TR EXCHANGE TRADED FD NASDAQ 100 EX	7.00%	EQUITY - ETF
FNX	FIRST TR MID CAP CORE ALPHADCOM SHS	7.00%	EQUITY - ETF
QTEC	FIRST TR NASDAQ100 TECH INDESHS	7.00%	EQUITY - ETF
RDVY	FIRST TRUST RISING ETF	7.00%	EQUITY - ETF
FV	FIRST TR DORSEY ETF	5.00%	EQUITY - ETF
EMLP	FIRST TRUST FD IV ETF	7.00%	EQUITY - ETF
FIXD	FIRST TR OPPORTUNISTIC FXD INCOME ETF	10.00%	FIXED INCOME - ETF
FTSM	FIRST TR EXCHANGE TRADED FD IV FIRST TR ENH	10.00%	FIXED INCOME - ETF
FYC	FIRST TR EXCNGE TRD ALPHADEXSML CP GRW ALP	6.00%	REAL ASSETS



CATEGORY	TARGET WEIGHT
EQUITIES	73.00%
FIXED INCOME	20.00%
CASH ALTERNATIVES	1.00%
REAL ASSETS	6.00%

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

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.

Fredrick Salus acts as our group's Private Investment Program (PIM) Portfolio Manager, and is authorized to make all discretionary decisions for advisory program accounts. Other team members referenced on this document provide support and assistance in the implementation of the investment strategy as outlined by the portfolio 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.

The holdings list represents holdings in a representative account of the style as of the date shown above and is subject to change without notice. The mention of specific securities is not a recommendation or a solicitation for any person to buy, sell or hold a particular security.

Past performance is not indicative of future results, and there is no assurance that any investment strategy will be successful.

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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