



**Asset
Management**

GSAM EMPOWER[®] the LGBT Investor Workbook

Strategic Advisory Solutions

Seven steps towards financial empowerment

This workbook, designed to accompany the presentation GSAM EMPOWER® the LGBT Investor, reviews common investment challenges faced by many in the LGBT community, discusses how to build fiscal confidence, and identifies ways to empower yourself financially.

Developed by Goldman Sachs Asset Management, the presentation and workbook focus on seven steps towards financial empowerment:

- E** EVALUATE your situation
- M** MANAGE your finances
- P** PLAN for your future
- O** OWN and PROTECT your assets
- W** WORK with a financial advisor
- E** EDUCATE yourself
- R** REVIEW your plan regularly

Assess your attitude towards your finances

On a scale of 1 to 5, how confident are you in investing?

Not Very	1	2	3	4	5	Highly
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What drives your confidence level?

How has your investment confidence changed over the last 5–10 years?

Decreased	Stayed the same	Increased
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Are you interested in learning more about financial planning and investing?

Yes	No
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How engaged would you like to be with your finances?

Not at all	1	2	3	4	5	Highly
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E **M** **P** **O** **W** **E** **R** EVALUATE your situation

Where do I start?

Your financial goals are a combination of three factors: **Priorities**, **Responsibilities**, and **Dreams**.

Goals	Priorities	Responsibilities	Dreams
Retirement			
Educational			
Other			

Be sure your goals are measurable, achievable, and compatible.

Examine your credit history...

- Do you have credit in your own name?
- Do you understand your credit score?
- Are you comfortable with your credit limits?

I currently owe _____

My interest rate is _____



Taking Action

Obtain a report of your credit history by calling or visiting:

Experian 888-397-3742 or www.experian.com

Equifax 800-685-1111 or www.equifax.com

TransUnion 877-322-8228 or www.transunion.com

*Be sure to check your credit history each year.

...and your insurance coverage

Insurance Type	Provider Name	Coverage Rating		
		Not enough	Enough	Too much
Life		Not enough	Enough	Too much
Health		Not enough	Enough	Too much
Car/Home/Personal		Not enough	Enough	Too much
Liability		Not enough	Enough	Too much
Disability/Long-term Care		Not enough	Enough	Too much



Taking Action

Review the cost and terms of your current coverage with a qualified investment professional—and develop an insurance allocation strategy.

Take stock of your net worth: Build your own balance sheet

Carefully itemize your assets (what you own) and your liabilities (what you owe).
Review this process with an experienced investment professional.

Assets – What You Own

Liquid assets	\$	_____

Investment assets	\$	_____

Personal assets	\$	_____

Real estate assets	\$	_____

Retirement assets	\$	_____

Other	\$	_____

	+	_____
Total Assets	\$	_____

Liabilities – What You Owe

Credit cards	\$	_____

Mortgage	\$	_____

Car loans	\$	_____

Student loans	\$	_____

Other	\$	_____

	+	_____
Total Liabilities	\$	_____

Total Assets	\$	_____
Total Liabilities	-	_____
Your Net Worth	\$	_____

Understand your liquidity and cash flows: Build your own income statement

Each month, record your income (assets coming in) and your expenses (assets going out) to determine how much is left over to invest.

Your Income – Money In

Salary	\$	_____

Investment income	\$	_____

Business income	\$	_____

Other	\$	_____

	+	_____
Total Income	\$	_____

Your Expenses – Money Out

Fixed	\$	_____

Flexible	\$	_____

Discretionary	\$	_____

	+	_____
Total Expenses	\$	_____

Total Income	\$	_____
Total Expenses	-	_____
Your Cash Flow	\$	_____

E M P O W E R PLAN for your future

Explore questions such as:

What are your financial objectives?

Do you have any special circumstances?

Consider the following time frame. What are your objectives and goals for each time frame?

Time Frame	Investment Objective/Goals		
	Personal	Professional	Charitable
1 Year			
5 Years			
10 Years			
20 Years			
30 Years			

Invest early and often

Generally, the earlier a regular investing program begins, the more time there is for the potential benefits of compounding returns. Compounding is the process of generating earnings on an investment's **reinvested** returns. In order to work, compounding requires **both** the re-investment of earnings and the passage of time, the combination of which potentially can accelerate the income potential of the original investment.

How much can you afford to invest automatically each month (based on the worksheet on pages 6 and 7)?

When might you need to access a lump sum of money?

When do you plan to retire?



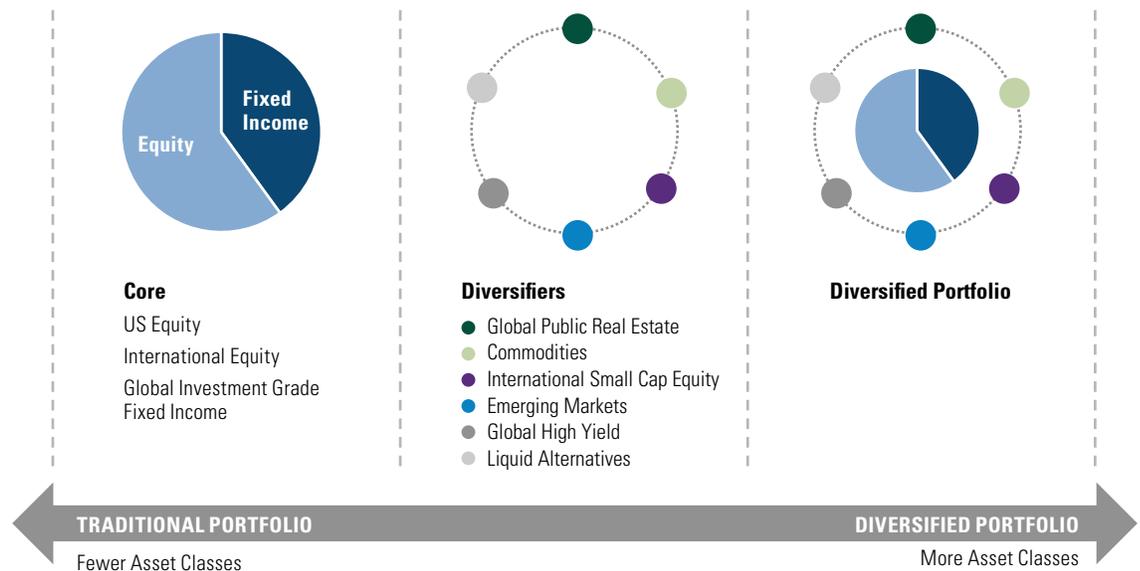
Taking Action

Pay yourself each month by establishing an Automatic Investment Plan.

Diversify your portfolio

Since it's impossible to predict what will happen next in the ever-changing economy, investors need to incorporate an array of asset classes in their portfolios in order to achieve diversification and potentially generate positive performance.

One approach is to divide investment options into "Core" and "Diversifier" categories. We believe that many investors may benefit from taking a traditional portfolio and enhancing it by adding diversifiers.



For illustrative purposes only.

When constructing a portfolio, there are many types of risk to consider. These risks include:

- **Volatility or price risk**
Price fluctuation that can occur when investing
- **Inflation risk**
Chance that the value of assets or income will decline as inflation reduces the purchasing power of your income and savings
- **Interest rate risk**
Possibility that a bond will decline in value as a result of a rise in interest rates

Your Current Portfolio Allocation		Types of Risk
Stocks	US	%
	Int'l	%
Bonds		%
Cash		%
Other		%

These choices may seem overwhelming. A financial advisor can help break these asset classes into building blocks, and determine which combinations may work best together, based on an investor's timeframe, objectives, and risk tolerance:

- Construct a portfolio of stocks, bonds, diversifiers, and cash
- Combine individual stocks with mutual funds
- Blend US and international stocks
- Incorporate tax-efficient investments



Taking Action

Contact your investment professional to ensure you are capitalizing on the appropriate investment vehicles for your portfolio.

Diversification does not protect an investor from market risk and does not ensure a profit.

Goldman Sachs does not provide accounting, tax or legal advice. Please see additional disclosures at the end of this presentation.

Own the right investment vehicle options: Seek to capitalize on tax-advantaged retirement planning vehicles

There are a variety of tax-advantaged plans. Some plans may be structured as personal retirement accounts and some may be offered through employer sponsored programs. Please consult your tax advisor regarding these options and all other investments.

- **401(k) Plan** – A qualified tax-deferred retirement plan where employees elect to contribute their pretax dollars to a portfolio of various investment options. Withdrawals from the plan after age 59 1/2 are subject to taxation in the year of withdrawal; withdrawals made prior to that age are subject to tax and a 10% penalty tax. Withdrawals must begin starting at age 70 1/2.
- **Traditional IRA** – A retirement account that may allow for a tax deduction on contributions, up to specific annual gross income limitations, towards investments that grow tax deferred until distributions are taken. Tax deductible contributions and earnings are taxed when withdrawn. Withdrawals prior to age 59 1/2 may be subject to a 10% penalty tax, and withdrawals must begin starting at age 70 1/2.
- **Roth IRA** – A retirement account funded with after-tax dollars, up to specific annual gross income limitations, that does not allow for a tax deduction on contributions. However, after age 59 1/2, all distributions are generally free from federal tax as long as the account has been open for at least 5 years. If distributions are made prior to age 59 1/2, a portion may be taxable and the 10% penalty tax may apply. Unlike the traditional IRA, there is no requirement to take minimum distributions after age 70 1/2.

The contribution limits for traditional and Roth IRAs are as follow:

Tax Year(s)	Maximum Contribution Limit
2015	The smaller of: \$5,500 or your taxable compensation for the year
People age 50 and over can contribute \$1,000 over the regular contribution limit.	

Also consider investment options that help provide income during your retirement years.

- **Variable Annuity:** An insurance contract that can provide income in withdrawals of principal invested and earnings (typically up to 10% annually is permitted after age 59 1/2 without penalty) and guaranteed income for life through annuitization.
- **Income-Focused Mutual Funds:** The primary objective of these mutual funds is not growth, but to create a stable income stream from a combination of stock dividends and bond interest. The secondary objective is some capital appreciation, which ideally will help the income stream keep up with inflation.
- **High-Grade Bonds or Certificates:** US treasury bonds are a reliable way to generate regular income, as they are liquid and guaranteed by the US government. Bank CDs or other investment-grade corporate or municipal bonds offer similar results.



Taking Action

Consult your investment professional to ensure you are capitalizing on appropriate retirement planning vehicles.

Protect your assets through smart estate planning



To whom do you bequeath assets?

Who are your current beneficiaries?

Have you involved your family members in your estate planning process?



Taking Action

Create a written will if you have children or have begun to acquire assets.

When appropriate, meet with an estate planning specialist to:

- Review your investment portfolio and will
- Discuss other estate planning techniques (taxes, trusts)

Consult an estate planning advisor to select the most appropriate asset title for your portfolio:

- Single asset ownership**
- Joint tenants with rights of survivorship (JTWROS)** – When two or more people maintain a joint account with a brokerage firm or bank, it is normally agreed that upon the death of one account holder, the surviving member will inherit the total value of the account.
- Joint tenants in common (TIC)** – An account maintained by two or more persons, in which ownership at death of one co-owner remains part of that owner’s disposable estate, and does NOT pass to the co-owner.
- Payable on death** – An account that passes on to a named beneficiary upon the death of the owner (grantor or depositor) of the account, bypassing probate court. It is also known as tentative or “Totten” trust accounts, revocable trust accounts, or testamentary accounts.
- Transferable on death** – An account created during a person’s lifetime that acts as a channel through which assets pass to the beneficiaries during the lifetime and/or after the death of the donor. Also known as an inter vivos trust (“between living persons”).

Why do I need a financial advisor?

You rely on professionals almost every day. You put your children’s education in the hands of skilled teachers. You entrust your health to your doctor. Don’t your finances deserve the same professional attention?

Financial advisors have the credentials and know-how to serve your financial needs

Financial advisors are individuals who have been formally trained and licensed to serve the financial needs of investors. They are often experts in multiple fields, such as accounting, estate planning, or insurance.

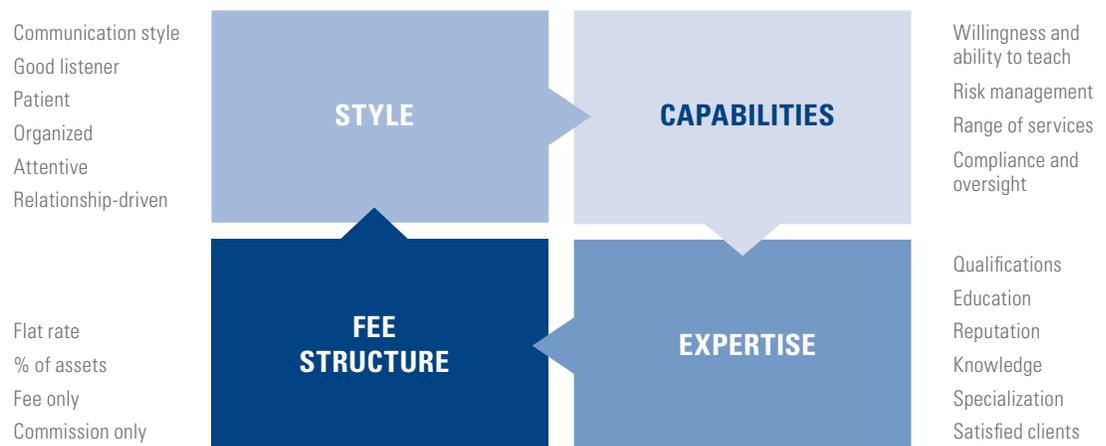
You know your financial goals—an advisor is able to help you reach them

Nearly half of investors admit to being unsure about the best way to invest their money. Your advisor should be able to help you articulate your financial goals, and then formulate a long-term plan to achieve them. A financial professional should suggest an investment strategy. A financial professional will suggest an investment strategy that is suitable for your specific goals, time horizon, and risk tolerance.

Financial advisors offer an objective perspective

Financial advisors may offer guidance and discuss with you options that could prevent you from making decisions you may later regret.

Considerations in working with an advisor



Source: Goldman Sachs Asset Management as of December 2015.

E M P O W E R EDUCATE yourself

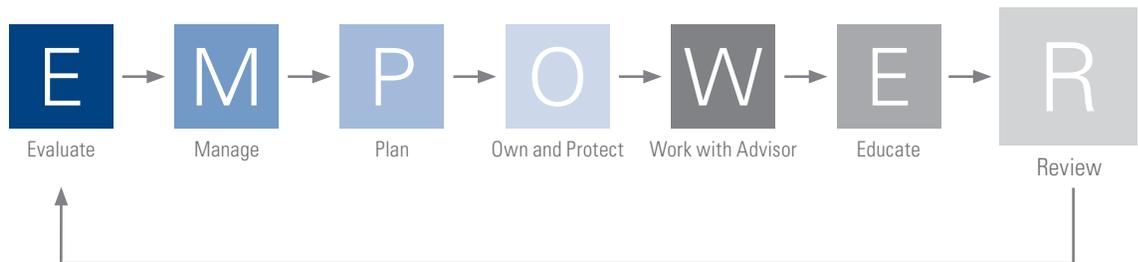
Be a smarter investor

 <p>Read investment publications</p> <p>Wall Street Journal Financial Week Financial Times GSAM's Market Know-How Barron's The Economist</p>	 <p>Browse</p> <p>www.money.cnn.com www.finance.yahoo.com www.bloomberg.com</p>
 <p>Watch or listen</p> <p>TV or radio programs about long-term investing Podcasts</p>	 <p>Partner</p> <p>Work with an experienced investment professional</p>

Source: Goldman Sachs Asset Management as of December 2015.

E M P O W E R REVIEW your plans regularly

Sound financial planning isn't "Set It and Forget It" Investing. It means engaging in regular reviews and sticking to the plan.



Source: Goldman Sachs Asset Management as of December 2015. The publications and website links provided are for your convenience only and are not an endorsement or recommendation by GSAM of any of publications or websites or the products and services offered. GSAM is not responsible for the accuracy and validity of the content of these publications and websites.

Risk Considerations

Equity securities are more volatile than bonds and subject to greater risks. Small and mid-sized company stocks involve greater risks than those customarily associated with larger companies.

Bonds are subject to interest rate, price and credit risks. Prices tend to be inversely affected by changes in interest rates.

Unlike stocks and bonds, U.S. Treasuries securities are guaranteed as to payment of principal and interest if held to maturity.

High yield fixed income securities are considered speculative, involve greater risk of default, and tend to be more volatile than investment grade fixed income securities.

Income from municipal securities is generally free from federal taxes and state taxes for residents of the issuing state. While the interest income is tax-free, capital gains, if any, will be subject to taxes. Income for some investors may be subject to the federal Alternative Minimum Tax (AMT).

Investments in foreign securities entail special risks such as currency, political, economic, and market risks. These risks are heightened in emerging markets.

An investment in real estate securities is subject to greater price volatility and the special risks associated with direct ownership of real estate.

Investments in commodities may be affected by changes in overall market movements, commodity index volatility, changes in interest rates or factors affecting a particular industry or commodity.

Investors should also consider some of the potential risks of alternative investments:

Alternative Strategies. Alternative strategies often engage in leverage and other investment practices that are speculative and involve a high degree of risk. Such practices may increase the volatility of performance and the risk of investment loss, including the entire amount that is invested.

Manager experience. Manager risk includes those that exist within a manager's organization, investment process or supporting systems and infrastructure. There is also a potential for fund-level risks that arise from the way in which a manager constructs and manages the fund.

Leverage. Leverage increases a fund's sensitivity to market movements. Funds that use leverage can be expected to be more "volatile" than other funds that do not use leverage. This means if the investments a fund buys decrease in market value, the value of the fund's shares will decrease by even more.

Counterparty risk. Alternative strategies often make significant use of over-the-counter (OTC) derivatives and therefore are subject to the risk that counterparties will not perform their obligations under such contracts.

Liquidity risk. Alternative strategies may make investments that are illiquid or that may become less liquid in response to market developments. At times, a fund may be unable to sell certain of its illiquid investments without a substantial drop in price, if at all.

Valuation risk. There is risk that the values used by alternative strategies to price investments may be different from those used by other investors to price the same investments.

The above are not an exhaustive list of potential risks. There may be additional risks that should be considered before any investment decision.

Fixed income investing entails credit risk and interest rate risk. When interest rates rise, bond prices generally fall. Unlike stocks and bonds, U.S. Treasuries securities are guaranteed as to payment of principal and interest if held to maturity.

Mutual funds are subject to various risks as described fully in each funds' prospectus. There can be no assurance that a mutual fund will achieve its investment objective. The equity markets are volatile, but not all stocks are equally volatile.

Generally, CDs may not be withdrawn prior to maturity. CDs are FDIC insured up to \$250,000 per depositor per insured depository institution for each account ownership category. Annuity (Fixed): An annuity is a long-term insurance contract sold by an insurance company designed to provide an income, usually after retirement, which cannot be outlived. There are fees, expenses and surrender charges associated with an annuity contract. IRA: An IRA is an individual retirement account that provides tax advantages for retirement savings subject to income limitations. As with any investment in securities, variable products are subject to investment risks, including the possible loss of principal. Contract and policy values will fluctuate with the performance of the underlying investments such that when redeemed, investor unit values may be worth more or less than their original costs. Variable annuities are long-term, tax-deferred investment vehicles designed for retirement. Earnings are taxable as ordinary income when distributed and taxable amounts withdrawn before the age 59 ½ may be subject to a 10% federal tax penalty.

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A Long-term Partnership

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For more information,
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Our investment teams represent over 800 investment professionals, capitalizing on the market insights, risk management expertise, and technology of Goldman Sachs. We help our clients navigate today's dynamic markets and identify the opportunities that shape their portfolios and long-term investment goals. We extend these global capabilities to the world's leading pension plans, sovereign wealth funds, central banks, insurance companies, financial institutions, endowments, foundations, individuals, and family offices, for whom we invest or advise on more than \$1 trillion of assets.