

**Quick facts**

**Assets under management:**  
\$1,700,000,000+ as of 12/31/13

**Inception Date:**  
2/1/1981

**President:**  
Jerry C. Wagner, Founder

**Headquarters:**  
3883 Telegraph Rd, Ste 100  
Bloomfield Hills, MI 48302



# All investors. All markets.

DYNAMIC RISK-MANAGED INVESTING

Solely services independent registered representatives and RIAs

Focused on capital preservation and growth through defensive risk management

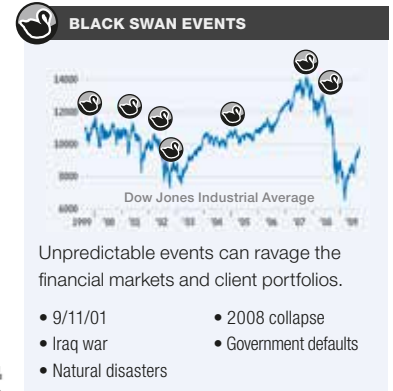
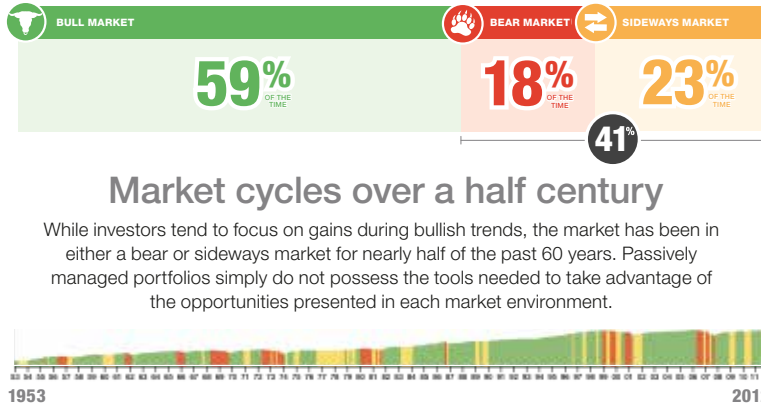
Provide strategic diversification within a single client account at a low account minimum

Develop tools to set, manage, and monitor investor expectations

## Dynamic Risk-managed Investing

We respond to shifting market conditions as needed and seek to provide investors with competitive returns while reducing risk through all market cycles.

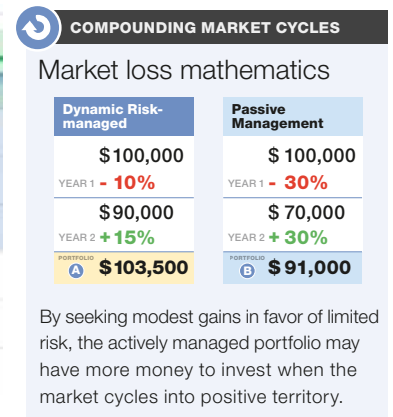
Our philosophy emphasizes access to a wide selection of asset classes in an attempt to reduce volatility over time while exercising short-term vigilance against unexpected events.



## Strategic Diversification

Adding multiple strategies to a portfolio seeks to provide a level of strategic diversification that aims to bridge the gap between bull market highs and bear market lows.

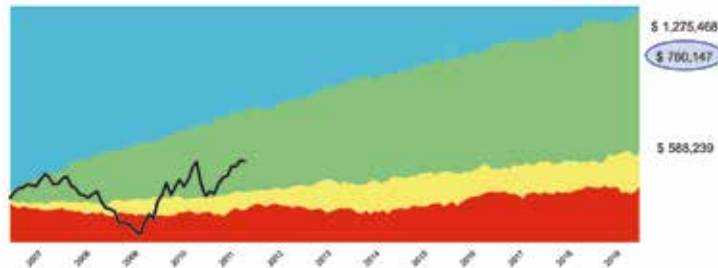
The compounding effect over time of having multiple strategies, each responding differently to various market environments, aspires to narrow the volatility on the path to one's investment goals.



## Managing Investor Expectations

Our OnTarget Reporting process provides investors with illustrated tools demonstrating portfolio performance in relation to their personalized investment benchmark.

- Investors have online access to:**
- Retrieve account documents
  - View statements
  - Track current allocations and investment expectations



Source: Flexible Plan Investments. This chart is used for illustrative purposes and is not meant to represent an actual account or strategy.



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**Flexible Plan Investments, Ltd.****"Model Account" Rate of Return Report**

"Model Account" results for the identified investment management strategy shown are time weighted geometrically linked returns. Except where noted, statistics are taken from single strategy accounts and are representative of our largest mutual fund and variable annuity holdings. These returns reflect actual accounts and dates of Flexible Plan's buy and sell signals. If an account terminates during a period, an alternative single account is substituted. Selection of accounts to serve as "model accounts" is based on the longevity of the account and least number of additions and withdrawals. Accordingly, many of the single accounts serving as 'models' are titled in the name of Flexible Plan's President and controlling shareholder, a person related to Flexible Plan. If single strategy account histories are unavailable, statistics applicable to such accounts are derived from the exchange history files of each strategy used. Actual buy-sell trading signals and pricing are used in conjunction with such files to create the applicable statistics for each model account. These exchange-history derived returns are believed representative of each strategy's actual results, but the results do not represent the actual experience of any client during the period. Therefore, these results may not reflect the impact that material economic and market factors might have had on the results. Nor do they reflect any problems of execution or pricing that may have been encountered in the actual implementation of the buy and sell signals shown in the exchange history files, the effect of which has not been determined, and may be indeterminable.

Enhancements have been made in our methodologies on numerous occasions, which are believed to have had a positive effect on returns. The amount is not precisely quantifiable, but as strategy actual buy and sell signals are used, to the extent described, the effect of these enhancements is reflected. In August 2001, indicators developed by John Sosnowy, whose business was acquired by us in 2001, replaced indicators used in Classic. Therefore, the performance results reflect the results of the Classic strategy indicators as applied prior to August 2001, and the results of the Sosnowy indicators thereafter. Efforts to develop indicators are ongoing and may result in further changes. Dividends are reinvested.

Utilizing performance between selected dates may not be indicative of overall performance of a profile since the dates chosen by the operator of the program may have been selected to present optimum performance and may not be representative of investment performance of any profile during a different period. Inquiry for current results is always advised. Mutual fund or annuity results will vary based upon their volatility as they relate to the S&P 500 Index or other indices that may be shown. Specific mutual funds, sub-accounts or indices may materially outperform or under perform these results. Various mutual funds or sub-accounts used in any model account may no longer be available due to the result of advisor's, sponsor's, or fund advisor's periodic review, fund consolidations and/or exchange conditions imposed by the funds or annuity.

Reference to popular market indexes are included to demonstrate the market environment during the period shown and are not intended as 'benchmarks.' Index returns are after dividends. Since Index dividends are posted after the end of each month, they are retroactively prorated on a daily basis (which tends to understate returns if the end date range is inclusive of the current partial month). The Dow Jones Corporate Bond Index includes fixed rate debt issues rated investment grade or higher by national rating services. Investments by bond funds utilized in generating the above returns may not be similarly rated. The investment program for the accounts included in the profiles includes trading and investment in securities in addition to those that may be included in the S&P 500. Such indexes may not be comparable to the identified investment strategies due to the differences between the indexes' and the strategies' objectives, diversification, represented industries, number and type of component investments, their volatility and the weight ascribed to them. No index is a directly tradable investment.

**After Fees**

If this presentation is calculated with the maximum current management fee, the maximum current management fee in effect is 2.6%. Prior to December 31, 1995, Classic fees were deducted quarterly at the rate of 2.8% annually and at 2.6% thereafter. Effective January 1, 1996, actual fees varied between 0.9 and 2.6% annually, depending on assets under management, and are billed quarterly. Strategic Solutions and Managed Solutions and, effective July 1, 2003, Evolution fees are deducted quarterly, in arrears at the rate of 2.6% annually, with pro-ration of partial periods. Actual management fees will vary between 1.0% and 2.6% annually. Returns for certain programs/product families are shown before withdrawal of a maximum establishment fee of 1.2% unless the selected date range includes the inception date (start date) and if the solicitor firm allows the use of an establishment fee. WPA strategies also include a Portfolio Fee deducted quarterly in arrears at a rate of 0.60% annually. Schwab (Load) ETF Market

Leaders Strategy accounts include ETF trading commissions of \$860 annually prorated and applied quarterly. All mutual fund fees and expenses are included to the extent they are reflected in net asset value; other fees may apply. If a front-end fund purchase is contemplated, any commission charged should be deducted. As individual tax rates vary, taxes have not been considered.

**Before Fees, or Reduced Fees**

If this presentation is calculated without the maximum current management fee, the investment returns may be inflated and is not for public distribution. It is to be used solely in "one on one" presentations where clients or prospective client has full opportunity to discuss the types and amounts of fees and expenses. Returns would be reduced by such payments and the impact would be magnified by the effect of compounding if such payments were withdrawn from the account. For example, the payment of annual advisory fees of 2% of the year end account values would reduce a gross five-year compound annual rate of return of 8.5% to 6.3%. On a cumulative basis using such assumptions, \$100,000 would grow to \$135,900, versus \$150,400 without fees. The payment of an establishment fee of 1.2% of the initial account value would reduce a gross five-year compound annual rate of return of 6.3% to 6.1%. On a cumulative basis using such assumptions, \$100,000 would grow to \$134,300 versus \$135,900. Please refer to Flexible Plan's ADV brochure for a complete description of fees and expenses applicable to managed accounts.

**ASSET CLASS RISK CONSIDERATIONS**

US and Global Bonds: All investments involve risk. Special risks associated with investing in bonds include fluctuations in interest rates, inflation, declining markets, duration, call and credit risk. Special risks are associated with foreign investing, including currency fluctuations, economic instability and political developments. Investments in developing markets involve heightened risks related to the same factors, in addition to those associated with these markets' smaller size and lesser liquidity.

Commodities: Concentrating investments in natural resources industries can be affected significantly by events relating to those industries, such as variations in the commodities markets, weather, disease, embargoes, international, political and economic developments, the success of exploration projects, tax and other government regulations and other factors. US and Global Real Estate: Investments in Real Estate are subject to changes in economic conditions, credit risk and interest rate fluctuations Global Currencies: Foreign currency exchange rates may fluctuate significantly over short periods of time. They generally are determined by supply and demand in the foreign exchange markets and relative merits of investments in different countries, actual or perceived changes in interest rates, and other complex factors. Currency exchange rates also can be affected unpredictably by intervention (or the failure to intervene) by U.S. or foreign governments or central banks, or by currency controls or political developments. Long / Short Directional: Portfolio may invest in derivative investments such as futures, contracts, options, swaps, and forward currency exchange contracts that may be illiquid or increase losses due to the use of leveraged positions. US and Global Equities: In addition to the foreign investment risks noted above, the principal risks associated with equities include market, portfolio management, and sector risks.

Investors should consider carefully information contained in the prospectus, including investment objectives, risks, charges and expenses. You can request a prospectus by contacting your financial advisor. Please read the prospectus carefully before investing. Investment value will fluctuate, and shares, when redeemed, may be worth more or less than original cost.

**PAST PERFORMANCE DOES NOT GUARANTEE FUTURE RESULTS**

Performance for the period, generally encompassing 1999 and the first quarter of 2000 was driven by substantial price appreciation in a small number of equity issues, notably in technology sectors, traded primarily on the NASDAQ. Such performance is historical information and should not be relied upon as representative of investment performance of any strategy to the current date nor be extrapolated into expectations for the future. Inquiry for current results is advised, in light of the adverse market

performance of many indices commencing in 2000. Inherent in any investment is the potential for loss as well as the potential for gain. A list of all recommendations made within the immediately preceding year is available upon written request.

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