



## Summer 2018

Vol. 26 No. 3

### Market Snapshot 6-30-18

	Q2%	YTD %
Dow Jones Industrials	+0.7%	-1.8%
S&P 500	+2.9%	+1.7%
Nasdaq	+6.3%	+8.8%
Russell 2000	+7.4%	+7.0%
S&P 400	+3.9%	+2.7%
MSCI EAFE	-2.3%	-4.5%
MSCI Emerging Markets	-8.7%	-7.7%
MSCI World All-Cap	+1.3%	-0.3%
Barclays Aggregate Bond Index	-0.2%	-1.6%

### Market Quicktakes...

- US stocks rally in Q2 to finish mostly in positive territory for the year fueled by strong earnings, economic and jobs growth, despite elevated trade tariff banter
- Small-caps and tech-heavy Nasdaq led Q2 with strong gains of 7.4% and 6.3%, respectively
- Foreign stocks tumbled in Q2 on economic softness, trade war concerns, and strong US\$; Developed foreign markets slid 2.3%, as measured by MSCI EAFE index, while MSCI Emerging Markets index fell 8.7%
- Geopolitics and global trade concerns continue to weigh on the markets, adding to uncertainty and volatility
- The Fed raised rates for the second time in 2018 at its June FOMC meeting, upgraded its US economic projection and put a fourth rate hike on the table; 10-year T-note yield closed Q2 at 2.85%, up 11 basis points from the end of Q1, but off from the 3.11% high hit in May
- From the March 9/09 bottom: S&P 500 +302%; Dow +271%; NASDAQ +492%; Russell 2000 +379%; Mid-Caps +382%; MSCI EAFE +115%; Emerging Markets +120% (ending 6-29-18)

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NelsonSecurities.com

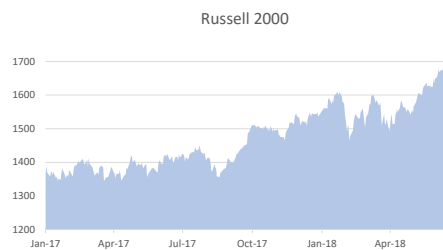
## Earnings and economy drive market recovery in Q2

Following a turbulent First Quarter, which saw volatility spike and the first 10% correction since 2016 fueled by rising interest rate fears, the US market spent the Second Quarter in recovery mode repairing the damage and investor confidence. Despite troubling headline news like trade tariffs and geopolitical storms, the US markets grinded higher on strong corporate earnings and economic growth. It was less of a positive story overseas as foreign markets slid in Q2.

The Second Quarter was again led by growth companies, namely technology, as the Nasdaq Composite fully recovered from the Q1 set back to push to New All-Time Highs in June. Nasdaq jumped 6.3% in Q2 to finish up 8.8% at the mid-way point of 2018. However, the biggest story in Q2 was the resurgence of small-cap stocks, which have benefited from the strong US\$ in reaction to rising interest rate fears. Small-caps have less currency risk than most of their multi-national large-cap counterparts who are more directly impacted by trade tariff concerns. The Russell 2000 also fully recovered from the Q1 downturn to hit New All-Time Highs in June posting a Q2 gain of 7.4% and finished up 7.0% for the year. Mid-caps also outpaced the benchmark S&P 500 in Q2 posting a gain of 3.9% and setting a New All-Time High as well, versus the solid 2.9% gain for the S&P. Mid-caps, as measured by the S&P 400, finished the first half up 2.7%, while the S&P 500 gained 1.7%. While they have recovered nicely from the Q1 setback, the benchmark S&P 500 and the Dow Jones Industrials remain below their All-Time Highs. The Dow managed to eke out a 0.7% Q2 gain but remained in negative

Continued on page 4

### Small Caps provided leadership in Q2



As the US market recovered in Q2, small-caps stocks, as measured by the Russell 2000, led the charge gaining 7.4% to finish up 7.0% for the First Half of 2018. While trade tariff concerns added to volatility, small-caps shined given their low exposure to foreign trade and were better insulated from the 5.1% gain in the US dollar in Q2.

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### Fed upgrades economy and rate forecast



The 10-year Treasury Note yield hit a four-year high in early May; however, geopolitical concerns and tariff concerns pulled it back down. The Fed met in June and raised interest rates for the second time in 2018, upgraded its outlook on the US economy and projected a fourth rate hike for 2018. The 10-year Treasury Note ended Q2 at 2.85%.

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## Nelson Securities launches New [NelsonSecurities.com](http://NelsonSecurities.com)!

**W**e are excited to announce the launch of our **Brand New Nelson Securities website!**  
Visit us NOW: [www.nelsonsecurities.com](http://www.nelsonsecurities.com)

It is a new, modern web design built specifically with our clients in mind to Interact with the WAA even better and is loaded with new features to help in your financial journey.

- Clean look that is more functional and easier to navigate
- **Formatted for all devices...**desktop, mobile and tablets
- **Check out the NSI Team!** We've updated our pics!
- Expanded **Investment Services Page**, including our **NSI Managed Account, Direct Mutual Fund, Fixed and Variable Annuity Services**
- Tons of **New Information Content** (Videos and Slide-shows) under **Resource Center** to check out that will be constantly rotated on Topics like **Retirement, Investment, Taxes, Money, and More.** So be sure to visit often!
- The **NEW Model Portfolio Allocations Password** is: **9158**
- **New Client Portal** menu navigation link: Here you will find all of your favorite links to our partners like **TDA Institutional, Direct Funds** and **Annuities** to access your accounts. In the near future, we will be launching a secure **Client Portal** for clients where we can drop important documents for you to access!
- **More Calculators** too!
- **Market Commentary** updated Monthly
- The WAA is available for current and past issues, as well as Subscribing so you don't miss and issue
- **Have a Question? Go to Contact** and submit a question!
- **Visiting?** There are now **Google Maps to our branch offices in Contact**

We encourage you to visit the **Brand New Nelson Securities website** today and let us know what you think! We'd love the feed back: [NelsonSecurities@NelsonSecurities.com](mailto:NelsonSecurities@NelsonSecurities.com)

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## Summer 2018 Action Plan

### Welcome to the New WAA!

It's been a busy start to Summer for Nelson Securities! We launched our [Brand New NelsonSecurities.com](http://BrandNewNelsonSecurities.com) website over the **Fourth of July** and now the **New WAA**. We hope you like the new look and features and invite you to check them both out and let us know what you think!

Call Today or [Send us an Email!](#)

800-345-7593

## Hot and Cold

How different asset classes performed over the past three months, ending **6-29-18**.

Crude Oil (West Texas Crude)	14.2%
S&P Energy	12.7%
S&P Consumer Discretionary	9.4%
REIT Stocks (MSCI)	8.9%
Russell 2000 (small caps)	7.4%
S&P Information Technology	6.7%
NASDAQ	6.3%
S&P Real Estate	5.1%
US Dollar Index	5.1%
S&P 400 (mid caps)	3.9%
Commodities (CRB Index)	3.4%
S&P 500	2.9%
S&P Utilities	2.8%
S&P Health Care	2.7%
S&P Materials	2.1%
MSCI World All-Cap	1.4%
Dow Jones Industrials	0.7%
Barclays Aggregate Bond Index	-0.2%
Global Government Bonds (JP Morgan)	-0.2%
High Yield Bonds	-0.2%
Dow Jones Transportation	-0.5%
Gold (\$/Ounce price change)	-0.6%
Emerging Market Bonds (JP Morgan)	-1.1%
Investment Grade Corporate Bonds	-2.1%
MSCI EAFE	-2.2%
S&P Telecommunication Services	-2.3%
S&P Consumer Staples	-2.3%
S&P Financials	-2.9%
S&P Industrials	-3.7%
Emerging Market Stocks (MSCI)	-8.5%
Volatility (VIX)	-19.4%

Above asset classes have risk of loss, please consider your risk tolerance and consult with your Nelson Representative before investing. For informational purposes only. Does not constitute an offer to buy or sell.

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Source: Wall Street Journal, Standard & Poor's, MSCI BARRA

## Market Barometer

### Index PE Ratios and Yields

Index:	P/E Ratio	Dividend Yield%	6-29-18
Dow Jones 30 Industrials	23.39	2.23%	
Dow Jones Transportation	11.12	1.48%	
Dow Jones Utilities	17.80	3.27%	
S&P 500	23.98	1.91%	
NASDAQ 100	24.98	0.95%	
Russell 2000 (Small-Cap)	88.35	1.25%	

### Economic and Market Indicators

Measure:	Latest	6-29-18 Change
Gross Domestic Product (GDP)	2.0% Q1	-0.9% Q4
Fed 2018 Real GDP Projection	2.8% Jun	+0.1% Mar
Unemployment Rate	3.8% May	-0.1% Apr
Inflation Rate (CPI-Consumer Price Index)	2.8% May	+0.3% Apr
Consumer Confidence	126.4 Jun	-2.4 May
Index of Leading Indicators	109.5 May	+0.2 Apr
Volatility Index (VIX - S&P 500)	16.09 Jun	-0.66 May
US Dollar Index	94.35 Jun	+0.39 May

Source: WSJ, Barron's, StockCharts.com, Federal Reserve, BLS PE Ratio: Price / Earnings

## Ask the ADVISOR

E-mail a question to Ask the Advisor:  
[NelsonSecurities@NelsonSecurities.com](mailto:NelsonSecurities@NelsonSecurities.com)

**Q** I have allocations in foreign stocks funds in my 401(k) and have for years, but mostly US stocks at your recommendation. I am 34 years old and save 5% of my salary pre-tax to get my company's \$0.50 match. I have noticed that the funds are volatile. Why is that and do they make sense for my 401(k)?

Stacey N., Cambridge, MA

**A** Congrats on taking full advantage of your company's 401(k) match. While the US is still by far the largest single country economy in the world, it is just 24.3% of the global economy, according to the World Bank (2017), and China is second at 14.8%. Foreign stocks have historically been more volatile than US stocks, and especially emerging markets. Though global economies are linked together through trade, they do move in and out of synchronization due to varying economic conditions and monetary policy. An additional element adding to volatility is the currency effect. US mutual funds are priced in US dollars, thus the strength or weakness in the US dollar will have an additional impact. For instance, last year, the weak US dollar boosted foreign mutual fund returns, and the opposite this year. While we are still recommending underweight allocations to foreign stocks, they do add an important element of diversification for long-term investors. 🐾

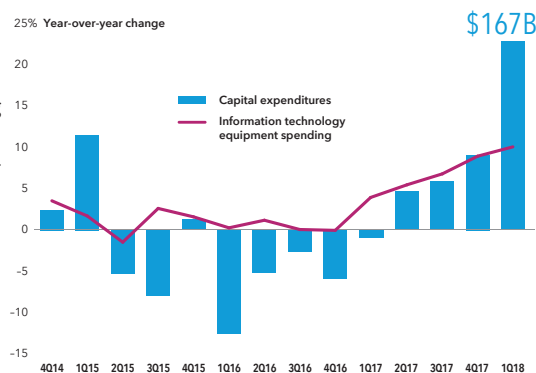
## The Big Picture

### Pro-Growth Policies Boost US Economy

The Tax Reform and Jobs Act passed in December 2017, coupled with deregulation, is having a significant impact on improving economic growth and the overall business environment in the US.

The illustration to the right shows the dramatic improvement in business Capital Expenditures since the beginning of Q2 2017, particularly in 2018. A significant part of Cap-Ex spending is on Information Technology.

US GDP is projected to grow 3%+ annualized in Q2 and US corporate earnings are expected to grow 20%+.



Sources: Capital Group; Bureau of Economic Analysis; FactSet; International Monetary Fund, World Economic Outlook Database, April 2018; Thomson Reuters. Capital expenditures data is as of 3/31/18.

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## NSI Media Center

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### Now Playing...

Just click on the titles below (must be connected to the Internet) to view using Acrobat Reader, or other multimedia applications listed below. Also Visit the NSI Resource Center at our NEW website (link above) often for new Videos and Presentations on Retirement, Investment, Money, Lifestyle and much more!

#### [Investment Strategies for Retirement](#)

**NEW!**

Source: FMG Suites

You've probably given a lot of thought to what your dream retirement will look like. Now it is time to decide how you are going to pay for it. This comprehensive Multi-Media SlideShow covers important questions like "how long will retirement last" and "how much is it expected to cost."

#### [Keys to Prevailing through Stock Market Declines](#)

Source: American Funds

Even though stock market volatility and corrections are common, they are never easy to go through. However, American Funds provide some key Tips to avoid common pitfalls and help investors maintain their long-term perspective with this insightful piece.

#### [What 2018 Tax Reform Means for Investors](#)

Source: American Funds

The sweeping Tax Reform package, Tax Cuts and Jobs Act, passed by Congress and signed into law by President Trump in December will impact both business and individuals in many ways. This piece by American Funds summarizes the impact on Investors, whom are most important to us.

All Content is CLIENT APPROVED. Most presentations are in Adobe Acrobat, Microsoft PowerPoint, or WMV formats, which may require downloading the applicable program or player. Links to download the latest versions free of charge are available at [NelsonSecurities.com](https://www.NelsonSecurities.com).

## In the News...

- **Automatic Class C Share Conversions to Class A Share Announced** In an industry-wide movement, some fund families have announced Automatic Class C Share Conversions to Class A Share, including some of our Direct Fund Families. The following Direct Fund Families with their respective conversion dates are as follows: **Hartford Funds** (10-1-18), **AllianzGI Funds** (9-30-18), **Columbia Threadneedle** (7-1-18). Call your Nelson Advisor for more information and how this may affect your account(s) **800-345-7593**.
- **PIMCO Funds** PIMCO was recently recognized as one of the Top 50 Community Minded Companies in America by the [2018 Civic 50](#) list, a survey conducted by True Impact and includes public and private companies with U.S. operations and are selected based on four dimensions of their community engagement involving Community Investment, Integration, Institutionalization and Impact.

territory for the year at -1.8%. Strong corporate earnings fueled the recovery, though the market was tough on companies that lowered forward guidance, even if they beat Q1 earnings estimates. S&P 500 earnings grew 24.8% in Q1, according to Factset, and early estimates are 20%+ for Q2. Sector standouts in Q2 besides technology, were Energy +12.7%, Consumer Discretionary +9.4% and REITs +8.9%.

The Second Quarter brought sharp distinctions between the US and foreign markets. The synchronization of global economies was a leading theme last year and heading into 2018, with many institutions recommending overweight allocations in foreign stocks. During Q2, divergence in relative economic strength was revealed in foreign market performance as well as currency valuations. The benchmark MSCI EAFE index slipped 2.2% in Q2 and is now down 4.5% for the year. Emerging markets were hit particularly hard in Q2 falling 8.5%, as concerns about the strong US\$ and trade tariffs unnerved investors. The US\$ index surged 5.1% in Q2 and is now up 2.7% for the year; the US\$ strength is largely attributable to the rise in expectations for higher US interest rates. The US\$ index fell 10.2% in 2017 and contributed to much of the foreign market returns. While we have been increasing foreign exposure in stair steps from a very underweight position since May 2015, as relative valuations remain attractive, we remain 25% underweight our full foreign target allocation. We will continue to weigh risks

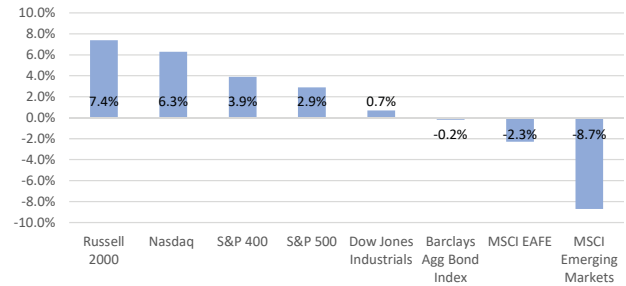
and reward going forward.

Interest rates remained in the spotlight during the second

*Interest rates remained in the spotlight during the second quarter, whipsawed by market expectations about the Fed raising interest rates and geopolitical concerns sparking a flight to quality, as well as low foreign sovereign rates.*

quarter, whipsawed by market expectations about the Fed raising interest rates and geopolitical concerns sparking a flight to quality, as well as low foreign sovereign rates. US interest rates spiked to 2.95% for the 10-year Treasury Note in Q1, a four-year high, which sent stocks into a tailspin, as the market recalibrated its Fed expectations for a fourth rate hike in 2018. We saw interest rates continue higher in early Q2 the 10-year hit a high of 3.11%. This was an important move for the 10-year, which has failed to break through 3.00% multiple times, and the market's view on interest rates changed. It was short-lived, however, as geopolitical concerns in Italy as well as signs of slowing economic growth in the Eurozone and China spurred a flight to quality back into Treasuries by quarter-end. Despite 24.8% earnings growth and unemployment dipping to 2.8%, the 10-year settled at 2.85%. As some have noted, the US economy is outperforming our foreign counterparts by such a degree, that their underperformance is weighing our government bond yields down. US and foreign bond yield spreads are near their widest in history. And speaking of spreads, the difference between the 10-year Treasury and 2-year Treasury yields is the lowest since the summer of 2007, as are the 30- and 5-year, and the 30- and 10-year. That reflects the flat yield curve we've been witnessing. Many have discounted the current flat yield curve to historical measures due to confluence of other current factors. However, we believe it is still important to monitor as an inverted curve (short-term rates are higher than long-term rates) has been a precursor to past recessions (though not all). The Fed raised

Q2 2018



interest rates at its June FOMC meeting, for the second time this year, and upgraded its economic assessment as well as its expectations of a fourth rate hike by year end.

## The Outlook

As the Second Half of 2018 begins, there are a number of reasons to remain optimistic on the markets. However, given the volatility in the first half, we are cautious as well with many moving pieces. The following are our thoughts going forward for the Second Half:

### Positive Catalysts:

- Positive Individual, Small Business and Corporate effects from the Tax Cuts and Jobs Act
- Repatriation of foreign earnings continues
- Less business regulations
- Corporate earnings remain solid at 20%+ quarterly growth
- Positive fundamentals and technicals remain but some technical bear watching
- Low unemployment
- Upside catalyst from trade negotiations
- Investor and consumer confidence remain solid
- Pullbacks still seen as buying opportunities

### Negative Concerns:

- Protectionist trade policy moving from negotiation tactics to global trade war
- Global economic synchronization is weakening
- Geopolitical risks, namely North Korea, Russia, Italy and United Kingdom government cohesion/Brexit transition
- Fallout from NATO summit
- Trump administration Russian investigation fallout
- Rich but not overvalued market valuations
- Stronger US dollar a headwind for US multi-national corporations
- Volatility risk
- Fed raising rates too aggressively, including its Policy normalization and potentially inverting the yield curve

We believe the positives outweigh the negatives for the Second Half of 2018 and beyond and encourage investors to remain committed to their investment programs. It is easy to get whipsawed in markets with a lot of headline news, especially when the markets react so negatively one day and just the opposite the next. The markets are still learning how to digest information in a President Trump news world. We hope you enjoy the New Look of the WAA as well as our New Website! Let us know what you think at [NelsonSecurities@NelsonSecurities.com](mailto:NelsonSecurities@NelsonSecurities.com). With Summer upon us, it's a great time to review your portfolio with your Nelson Advisor. Call today to make an appointment at **800-345-7593**.

# Mutual Fund & Annuity Center

Set up an appointment today with your Nelson Securities, Inc. Representative to review your investment portfolio.

**800-345-7593**

[NelsonSecurities.com](http://NelsonSecurities.com)

Online Model Allocations Password: 9158

## Mutual Funds

### American Funds

Allocations Updated This Quarter

800-421-4225

Last Model Change: 7-20-18

### Hartford Funds

Allocations Updated This Quarter

888-843-7824

Last Model Change: 7-20-18

### MFS Funds

Allocations Updated This Quarter

800-343-2829

Last Model Change: 7-20-18

### PIMCO Funds

Allocations Updated This Quarter

800-426-0107

Last Model Change: 7-20-18

### AllianzGI Funds

No Changes This Quarter

800-988-8380

Last Model Change: 1-19-18

### AB Funds (AllianceBernstein)

Allocations Updated This Quarter

800-221-5672

Last Model Change: 7-20-18

### Columbia Threadneedle Funds

Allocations Updated This Quarter

800-221-2450

Last Model Change: 7-20-18

### Lord Abbett Funds

Allocations Updated This Quarter

800-821-5129

Last Model Change: 7-20-18

## Variable Annuities

**Hartford** - Director, Director Access, M, Leaders

Allocations Updated This Quarter

800-862-6688

Last Model Change: 7-20-18

**Lincoln Financial** - American Legacy I & II

Allocations Updated This Quarter

800-942-5500

Last Model Change: 7-20-18

**Lincoln Financial** - Choice Plus Assurance

Allocations Updated This Quarter

888-868-2583

Last Model Change: 7-20-18

**MFS/Delaware Life** - Regatta Gold

No Changes This Quarter

800-752-7215

Last Model Change: 1-19-18

**Jackson National** - Perspective II, Elite Access

No Changes This Quarter

800-873-5654

Last Model Change: 1-19-18

**John Hancock** - Venture

Allocations Updated This Quarter

800-557-2223

Last Model Change: 7-20-18

**Nationwide** - Best of American IV and Vision,

America's Future & Exclusive II, Future II

Allocations Updated This Quarter

800-848-6331

Last Model Change: 7-20-18

**Phoenix Home Life** - Big Edge Plus

No Changes This Quarter

800-541-0171

Last Model Change: 1-19-18

## 401(k) Advisor

**MassMutual** - Aviator, Aviator EB, Advantage

Allocations Updated This Quarter

800-854-0647

Last Model Change: 7-20-18

## Investor Note:

Mutual Fund and Variable Annuity investment strategies, which include investing in specific sectors, foreign securities (both developed and developing markets), high yield securities, or small and medium sized securities may increase the risk and volatility of the funds/sub-accounts. Changes in interest rates may affect the performance of fixed income (bond) funds; if rates increase, bond values decrease and vice versa. Investors should consider the investment objectives, risks, and charges and expenses of the Mutual Fund and/or Variable Annuity carefully before investing. The Mutual Fund prospectus (and summary prospectus, if available) and Variable Annuity prospectus contains this and other information. Please read carefully before investing. A Mutual Fund prospectus and Variable Annuity prospectus and contract can be obtained by calling your Nelson Rep at 800-345-7593 or any of the toll-free numbers listed above.

Source: Wall Street Journal, Barron's

6-29-18



## Domestic Markets

6-29-18

Index:	Close	YTD%
Dow Jones 30 Industrials	24271.41	-2.5%
Dow Jones Transportation	10344.99	-2.0%
Dow Jones Utilities	711.64	-1.6%
DJ Total Stock Market	28313.77	+2.3%
S&P 600 (Small-Cap)	1017.38	+8.7%
S&P 500	2718.37	+1.7%
S&P 400 (Mid-Cap)	1951.67	+2.7%
Nasdaq Composite	7510.30	+8.8%
Russell 2000 (Small-Cap)	1643.07	+7.0%
BarCap Aggregate Bond	1913.23	-1.6%

## Foreign Markets

6-29-18

Index:	Close	YTD%
Tokyo Nikkei Stock Avg.	22304.51	-2.0%
London FT 100-share	7636.93	-0.7%
Frankfurt Xetra DAX	12306.00	-4.7%
Paris CAC 40	5323.53	+0.2%
Shanghai Comp. (China)	2847.42	-13.9%
S&P/TSX Comp. (Canada)	16277.73	+0.4%
MSCI EAFE Index	1958.64	-4.5%
MSCI Emerging Mkt Index	1170.88	+1.1%
MSCI World All-Cap Index	1757.60	-1.6%

## Bond Yields & Key Interest Rates

6-29-18

Benchmark:	Yield/Rate
30 Year Treasury Bond Yield	2.97%
10 Year Treasury Note Yield	2.85%
5 Year Treasury Note Yield	2.73%
2 Year Treasury Note Yield	2.53%
Money Market Yields (7day comp. yld)	1.52%
1 Year Certificates of Deposit	0.65%
Prime Rate	5.00%
Federal Funds Rate	1.75-2.00%
Discount Rate	2.50%

## Morningstar Fund Averages

6-29-18

Investment Style/ Objective:	YTD%
Large-Cap Growth (L-C G)	+7.5%
Large-Cap Blend (L-C B)	+1.5%
Large-Cap Value (L-C V)	-1.0%
Mid-Cap Growth (M-C G)	+6.5%
Mid-Cap Blend (M-C B)	+2.0%
Mid-Cap Value (M-C V)	+0.1%
Small-Cap Growth (S-C G)	+11.0%
Small-Cap Blend (S-C B)	+5.1%
Small-Cap Value (S-C V)	+3.7%
Multi-Alternative (Multi-Alt)	-1.3%
Financial Funds (Fin)	-0.1%
Technology Funds (Tech)	+11.0%
Communications (Comm)	-1.4%
Natural Resources Funds (NatR)	-1.1%
Health Funds (Health)	+8.2%
Utilities Funds (Util)	+1.4%
Real Estate (REITs)	+0.5%
Foreign Funds- Lg Blend (Fgn)	-3.2%
Emerging Market (EMkt)	-7.0%
Precious Metals Funds - Equity (Prec)	-7.6%
Long-Term Bond (Long-Term)	-3.3%
Intermediate-Term Bond (Int-Term)	-1.6%
Short-Term Bond (Short-Term)	0.0%
Multi-Sector Bond (MS-Bond)	-1.0%
High Yield Bond (HYld)	-0.2%
World Bond (Wld Bd)	-1.6%

# Direct Fund Allocations & Performance

Summer 2018

To obtain a prospectus for any fund below, call Nelson Securities, Inc. at 800-345-7593. Please read the prospectus carefully before investing.

Note: Performance data quoted below are past returns and are No Guarantee For Future Results. Performance and principal value will fluctuate and an investor's shares may be worth more or less than their original cost when redeemed. Current and future performance may be lower or higher than the performance data quoted below. Total Annual Fund Operating Expense Ratio is gross of any fee waivers or expense reimbursements.

Model Portfolio holdings are funds we recommend you use for exposure to asset classes at each fund family. Bench players may include past recommended funds that are worth holding, substitutes, and/or specialty sector funds. \*\*Fund not in existence

**Investor Note:** Mutual fund investment strategies, which include investing in specific sectors, foreign securities (both developed and developing markets), high yield securities, or small- and medium-sized securities may increase the risk and volatility of the funds. Changes in interest rates may affect the performance of fixed income (bond) funds. The value of bonds has an inverse relationship with changes in interest rates; if rates increase, bond values decrease and vice versa. Investors should consider the investment objectives, risks, and charges and expenses of the mutual fund carefully before investing.

The prospectus/summary prospectus contains this and other information. A prospectus/summary prospectus can be obtained by calling your Nelson Rep at 800-345-7593 or any of the toll-free numbers listed below.

Clicking on the Fund Company name will take you directly to their website, if connected to the Internet, where performance data to the most recent month-end is available.

Allocation Changes Highlighted in Yellow: Decrease  
Allocation Changes Highlighted in Green: Increase

American Funds		800-421-4225		Model Allocations as of: 7-20-18				Returns Ending 6-29-18					Standardized Returns++ Ending 6-29-18				
Investment Objective	Ticker Symbol	Con	Mod	Mod/Agg	Agg	YTD 7/20/2018	YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio	
Growth Fund of America- A	L-C G AGTHX	4%	5%	12%	13%	@ NAV 11.87%	9.02%	22.41%	14.46%	15.47%	22.41%	15.47%	10.02%	10.44%	12/1/1973	0.64%	
AMCAP-A	L-C G AMCPX	4%	8%	10%	12%	W/Max Sales NA	15.38%	12.22%	14.10%	14.10%	15.38%	14.10%	9.37%	13.58%			
American Mutual Fund- A	L-C V AMRMX	4%	6%	8%	10%	@ NAV 10.52	8.37	21.31	11.69	14.39	21.31	14.39	11.55	11.64	5/1/1967	0.68%	
Washington Mutual Investors- A	L-C V AWSHX	4%	4%	10%	13%	W/Max Sales NA	NA	NA	NA	13.05	14.31	13.05	10.89	11.50			
Fundamental Investors- A	L-C V ANCFX	4%	5%	5%	8%	@ NAV 2.63	0.52	10.79	9.86	10.94	10.79	10.94	9.17	11.60	2/21/1950	0.60%	
Investment Co. of America-A	L-C B AIVSX	4%	5%	7%	10%	W/Max Sales NA	NA	4.41	7.71	9.63	4.41	9.63	8.53	11.50			
Income Fund of America- A	L-C V AMECX	5%	5%	0%	0%	@ NAV 4.12	1.20	13.75	11.62	11.98	13.75	11.98	9.60	11.86	7/31/1952	0.57%	
Capital Income Builder - A	L-C V CAIBX	5%	5%	3%	3%	W/Max Sales NA	NA	7.22	9.44	10.66	7.22	10.66	8.95	11.76			
SMALLCAP World-A	S-C G SMCWX	4%	8%	10%	12%	@ NAV 4.58	1.99	14.44	12.45	13.26	14.44	13.26	9.08	12.51	8/1/1978	0.60%	
EuroPacific Growth-A	Fgn-Stk AEPGX	4%	9%	15%	17%	W/Max Sales NA	NA	7.88	10.26	11.93	7.88	11.93	8.44	12.34			
New World Fund-A	Emrg-Mkt NEWFX	0%	0%	0%	2%	@ NAV 4.14	2.02	12.88	11.02	12.73	12.88	12.73	9.22	12.14	1/1/1934	0.58%	
American Balanced Fund-A	BAL ABALX	5%	5%	0%	0%	W/Max Sales NA	NA	6.41	8.85	11.41	6.41	11.41	8.58	12.06			
Bond Fund of America-A	Int-Term ABNDX	13%	9%	5%	0%	@ NAV 0.05	-1.43	5.79	6.90	7.78	5.79	7.78	7.25	10.91	12/1/1973	0.56%	
Capital World Bond Fund-A	Glbl-Bond CWBFX	5%	0%	0%	0%	W/Max Sales NA	NA	-0.30	4.82	6.51	-0.30	6.51	6.62	10.76			
Corporate Bond Fund- A	Int-Term BFCAX	6%	5%	4%	0%	@ NAV -1.98	-3.02	2.47	4.73	6.03	2.47	6.03	4.88	9.07	7/30/1987	0.59%	
Intermediate Bond Fund of America-A	Int-Term AIBAX	6%	4%	0%	0%	W/Max Sales NA	NA	-3.42	2.68	4.79	-3.42	4.79	4.26	8.87			
Inflation Linked Bond- A	TIPS BFIAX	5%	4%	3%	0%	@ NAV 7.38	4.46	15.55	8.75	11.40	15.55	11.40	8.34	11.11	4/30/1990	1.07%	
Short Term Bond Fund of America-A	Short-Term ASBAX	15%	10%	5%	0%	W/Max Sales NA	NA	8.90	6.62	10.09	8.90	10.09	7.71	9.65			
American High Income Trust-A	Hi-Yld AHITX	3%	3%	3%	0%	@ NAV -0.34	-1.97	9.00	6.14	7.97	9.00	7.97	4.50	10.78	4/16/1984	0.82%	
		100%	100%	100%	100%	W/Max Sales NA	NA	2.73	4.07	6.70	2.73	6.70	3.88	10.59			
						@ NAV -1.06	-2.73	10.04	7.03	6.29	10.04	6.29	3.53	7.99	6/17/1999	1.04%	
						W/Max Sales NA	NA	3.71	4.94	5.04	3.71	5.04	2.92	7.66			
						@ NAV 2.65	0.87	9.21	8.63	9.33	9.21	9.33	8.42	10.65	7/26/1975	0.57%	
						W/Max Sales NA	NA	2.92	6.50	8.04	2.92	8.04	7.79	10.50			
						@ NAV -1.40	-1.60	-0.91	1.54	2.13	-1.44	2.13	2.95	7.43	5/28/1974	0.61%	
						W/Max Sales NA	NA	-4.60	0.27	1.35	-4.60	1.35	2.56	7.33			
						@ NAV -1.42	-1.72	0.27	2.06	1.46	0.27	1.46	2.56	5.96	8/4/1987	0.97%	
						W/Max Sales NA	NA	-3.49	0.76	0.69	-3.49	0.69	2.16	5.83			
						@ NAV -2.41	-3.04	-1.11	3.33	4.09	-1.11	4.09	**	3.01	12/14/2012	0.94%	
						W/Max Sales NA	NA	-4.79	2.03	3.30	-4.79	3.30	**	2.30			
						@ NAV -0.61	-0.71	-0.84	0.51	0.92	-0.84	0.92	1.92	4.50	2/19/1988	0.62%	
						W/Max Sales NA	NA	-3.29	-0.34	0.42	-3.29	0.42	1.66	4.42			
						@ NAV -0.62	-0.31	1.32	1.51	1.92	1.32	1.92	**	0.27	12/14/2012	0.73%	
						W/Max Sales NA	NA	-1.23	0.65	1.40	-1.23	1.40	**	-0.19			
						@ NAV -0.08	-0.09	0.04	0.47	0.59	0.04	0.59	**	1.43	10/2/06	0.71%	
						W/Max Sales NA	NA	-2.42	-0.38	0.07	-2.42	0.07	0.75	1.20			
						@ NAV 1.39	0.67	2.92	4.31	4.15	2.92	4.15	6.13	7.77	2/19/1988	0.69%	
						W/Max Sales NA	NA	-0.97	3.00	3.36	-0.97	3.36	5.72	7.64			

Notes: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter. A-shares will be the default; C-shares are also available. Ask your Rep to determine which is best for you. \*\*\*You can not exchange B shares for A shares; keep this in mind when reallocating. Ask your Nelson Rep for assistance.\*\*\*  
Bench: Strategic Bond, Global Balanced, Mortgage Fund, New Economy, New Perspective, New Economy, Capital World Growth & Income, International Growth & Income.  
Returns Source: Morningstar/American Funds, Not All Returns Reflect Maximum Sales Charge. Class A shares have a Maximum Offering Purchase Charge of 5.75% for stock funds and 3.75% fixed income funds (American Funds Inflation Linked Bond, Intermediate Term Bond Fund of America and Short Term Bond Fund of America - 2.50% MOP). See prospectus/summary prospectus for additional details.  
Performance data current to the most recent month-end can be obtained by calling the toll-free number above or at www.americanfunds.com

Hartford Funds		888-843-7824		Model Allocations as of: 7-20-18				Returns Ending 6-29-18					Standardized Returns++ Ending 6-29-18				
Investment Objective	Ticker Symbol	Con	Mod	Mod/Agg	Agg	YTD 7/20/2018	YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio	
Growth Opportunities- A	L-C G HGOAX	4%	8%	10%	12%	@ NAV 19.62%	14.45%	27.03%	13.88%	17.36%	27.03%	17.36%	10.20%	12.39%	11/14/1994	1.14%	
Dividend & Growth- A	L-C V IHGIX	7%	9%	10%	12%	@ NAV 2.17	-0.72	9.56	9.69	11.04	9.56	11.04	8.68	8.92	7/22/1996	1.01%	
Capital Appreciation Fund- A	L-C B ITHAX	0%	0%	0%	2%	W/Max Sales NA	NA	3.54	7.65	9.79	3.54	9.79	8.07	8.64			
Core Equity Fund- A	L-C B HAIAX	5%	8%	9%	12%	@ NAV 8.50	4.98	12.75	8.89	11.62	12.75	11.62	7.10	12.51	7/22/1996	1.10%	
Equity Income- A	L-C V HQIAX	5%	8%	9%	10%	W/Max Sales NA	NA	6.55	6.86	10.37	6.55	10.37	6.49	12.22			
MidCap Fund- A	M-C G HFMCX	4%	5%	8%	9%	@ NAV 7.70	3.71	14.79	10.74	14.11	14.79	14.11	10.23	6.62	4/30/1998	0.77%	
MidCap Value Fund- A	M-C V HMVAX	3%	5%	7%	9%	W/Max Sales NA	NA	8.48	8.67	12.83	8.48	12.83	9.61	6.32			
						@ NAV -0.56	-2.90	6.76	9.46	9.86	6.76	9.86	9.31	8.96	8/28/2003	1.01%	
						W/Max Sales NA	NA	0.89	7.41	8.63	0.89	8.63	8.70	8.54			
						@ NAV 12.16	7.30	18.96	12.56	14.61	12.16	14.61	10.32	12.55	12/30/1997	1.13%	
						W/Max Sales NA	NA	12.41	10.46	13.32	12.41	13.32	9.69	12.24			
						@ NAV 2.48	0.51	9.76	6.26	9.62	2.48	9.62	9.90	8.41	4/30/2001	1.24%	
						W/Max Sales NA	NA	3.72	4.27	8.38	3.72	8.38	9.28	8.06			

## Hartford Funds

888-843-7824

Investment Objective	Ticker Symbol	Model Allocations as of: 7-20-18				YTD 7/20/2018	Returns Ending 6-29-18					Standardized Returns+ Ending 6-29-18						
		Con	Mod	Mod/Agg	Agg		YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio		
Small Company- A**	S-C G	IHSAX	**	**	**	**	@ NAV	16.74%	12.09%	25.21%	7.46%	10.91%	25.21%	10.91%	8.63%	9.16%	7/22/1996	1.39%
SmallCap Growth- A**	S-C G	HSLAX	3%	5%	4%	5%	W/Max Sales	NA	NA	18.33	5.45	9.66	18.33	9.66	8.02	8.88		
							@ NAV	13.25	8.49	18.54	9.96	13.21	18.54	13.21	11.85	11.23	11/14/1994	1.26%
							W/Max Sales	NA	NA	12.02	7.90	11.94	12.02	11.94	11.21	11.02		
Hartford Schroders US Small Cap Opps- A	S-C B	SCUVX	2%	3%	4%	5%	@ NAV	5.90	2.91	10.46	9.64	11.69	10.46	11.69	9.45	12.34	8/6/1993	1.52%
							W/Max Sales	NA	NA	4.40	7.60	10.43	4.40	10.43	8.83	12.08		
Global Capital Appreciation- A (Global Growth- A)	Glbl-Stk	HCTAX	0%	0%	4%	5%	@ NAV	2.13	-0.21	6.48	5.29	8.26	6.48	8.26	6.89	8.23	4/29/2005	1.31%
							W/Max Sales	NA	NA	0.62	3.33	7.04	0.62	7.04	6.29	7.77		
International Opportunities- A	Fgn-Stk	IHOAX	2%	6%	11%	14%	@ NAV	-2.12	-3.60	4.90	4.66	6.43	4.90	6.43	3.48	5.44	7/22/1996	1.14%
							W/Max Sales	NA	NA	-0.87	2.70	5.23	-0.87	5.23	2.90	5.16		
Hartford Schroders International Multi-Cap Value- A	Fgn-Stk	SIDVX	2%	3%	4%	5%	@ NAV	-3.58	-4.67	3.34	4.99	6.31	-4.67	6.31	4.51	4.80	8/30/2006	1.17%
							W/Max Sales	NA	NA	-2.31	3.04	5.13	-2.31	5.13	3.92	4.30		
Balanced - A	BAL	ITTAX	8%	0%	0%	0%	@ NAV	1.71	-0.08	7.58	6.20	7.89	7.58	7.89	7.00	6.74	7/22/1996	1.03%
Balanced Income A can substitute							W/Max Sales	NA	NA	1.66	4.22	6.67	1.66	6.67	6.39	6.46		
Total Return Bond- A	Int-Term	ITBAX	12%	9%	3%	0%	@ NAV	-1.28	-1.65	-0.12	2.06	2.46	-1.65	2.46	3.54	4.77	7/22/1996	0.86%
							W/Max Sales	NA	NA	-4.62	0.51	1.52	-4.62	1.52	3.07	4.55		
Quality Bond	TIIPS	HIPAX	10%	6%	0%	0%	@ NAV	-0.93	-0.98	-0.26	1.28	2.07	-0.26	2.07	**	1.35	11/30/2012	0.93%
							W/Max Sales	NA	NA	-4.75	-0.26	1.13	-4.75	1.13	**	0.52		
Strategic Income- A	Multi-Sector	HSNAX	6%	5%	3%	0%	@ NAV	-0.30	-1.23	1.23	4.35	4.17	1.23	4.17	4.71	4.38	5/31/2007	1.05%
							W/Max Sales	NA	NA	-3.33	2.76	3.21	-3.33	3.21	4.23	3.95		
Inflation Plus- A	TIIPS	HIPAX	5%	4%	3%	0%	@ NAV	-0.29	-0.10	0.97	1.28	0.66	0.97	0.66	2.38	3.72	10/31/2002	0.98%
							W/Max Sales	NA	NA	-3.57	-0.26	-0.26	-3.57	-0.26	1.91	3.42		
Short Duration- A	Short-Term	HSDAX	15%	10%	5%	0%	@ NAV	0.21	-0.04	0.73	1.45	1.54	0.73	1.54	2.46	2.55	10/31/2002	0.89%
							W/Max Sales	NA	NA	-1.28	0.77	1.13	-1.28	1.13	2.26	2.41		
Floating Rate Fund- A	Short-Term	HFLAX	4%	3%	3%	0%	@ NAV	2.02	1.40	3.64	3.86	3.40	3.64	3.40	4.10	3.88	4/29/2005	1.00%
							W/Max Sales	NA	NA	0.53	2.81	2.77	0.53	2.77	3.78	3.64		
High Yield- A	Hi-Yld	HAHAX	3%	3%	3%	0%	@ NAV	0.04	-0.53	2.21	4.06	4.37	2.21	4.37	6.58	5.49	9/30/1998	1.18%
							W/Max Sales	NA	NA	-2.39	2.48	3.41	-2.39	3.41	6.09	5.24		

100% 100% 100% 100%

Notes: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

Class A shares at the appropriate sales charge will be the default share class for new purchases including auto-invest plans. C-Class Shares are available as an alternative. Ask your Rep to help determine which is best for you. After 9-30-09, exchanges between B-share funds are still allowed, just no new purchases. Hartford SMARTS29 college savings plan in NOT affected by this change. \*\*\*You can not exchange B shares for A shares; keep this in mind when reallocating. Ask your Nelson Rep for assistance.\*\*\*

Bench: Value Opportunities, Global Alpha Fund, Global All-Asset Fund, Global Real Asset Fund, International Value, International Equity, International Small Company.

Returns Source: Morningstar/The Hartford Mutual Funds, Not All Returns Reflect Maximum Sales Charge. Class A shares have a Maximum Offering Purchase Charge of 5.50% for stock funds and 4.50% for fixed income funds (Hartford Floating Rate - 3.00% MOP, Short Duration - 2.00% MOP). See prospectus/summary prospectus for additional details. ++Reflects Maximum Sales Charge \*\*Small-Cap Growth Fund and Small Company can be substituted for allocation purposes; however, Small-Cap Growth is preferable but also Closed to New Investors March 2015.

Performance data current to the most recent month ended can be obtained by calling the toll-free number above or at www.hartfordinvestor.com

## MFS Funds

800-343-2829

Investment Objective	Ticker Symbol	Model Allocations as of: 7-20-18				YTD 7/20/2018	Returns Ending 6-29-18					Standardized Returns+ Ending 6-29-18						
		Con	Mod	Mod/Agg	Agg		YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio		
Massachusetts Investors Growth- B	L-C G	MIGBX	4%	5%	9%	11%	@ NAV	9.00%	5.16%	16.87%	11.67%	12.71%	16.87	12.71	9.90	8.58	9/7/1993	1.49%
							W/Max Sales	NA	NA	12.87%	10.86%	12.64%	12.87	10.86	9.90	8.58		
Core Equity- B	L-C B	MRGBX	4%	6%	6%	10%	@ NAV	6.99	3.53	14.94	10.60	12.34	14.94	12.34	9.48	7.37	1/2/1997	1.77%
							W/Max Sales	NA	NA	10.94	9.77	12.09	10.94	12.09	9.48	7.37		
Value- B	L-C V	MFEVB	6%	9%	10%	11%	@ NAV	-1.35	-4.06	2.98	7.28	9.57	2.98	9.57	7.57	7.72	11/4/1997	1.59%
							W/Max Sales	NA	NA	-0.99	6.40	9.29	-0.99	9.29	7.57	7.72		
Massachusetts Investors Trust- B	L-C B	MITBX	4%	5%	7%	10%	@ NAV	4.58	0.89	10.85	9.50	11.35	10.85	11.35	8.53	8.10	9/7/1993	1.47%
							W/Max Sales	NA	NA	6.85	8.66	11.09	6.85	11.09	8.53	8.10		
Mid-Cap Growth- B	M-C G	OTCBX	3%	5%	6%	8%	@ NAV	15.30	11.03	21.86	11.92	13.99	21.86	13.99	8.21	7.37	12/1/1993	1.96%
							W/Max Sales	NA	NA	17.86	11.12	13.75	17.86	13.75	8.21	7.37		
Mid Cap Value- B	M-C V	MCBVX	4%	6%	9%	10%	@ NAV	1.82	-0.18	6.43	6.64	9.58	6.43	9.58	8.79	8.69	11/1/2001	1.86%
							W/Max Sales	NA	NA	2.43	5.75	9.30	2.43	9.30	8.79	8.69		
New Discovery- B	S-C G	MNDBX	2%	4%	4%	5%	@ NAV	18.20	13.72	28.91	11.04	10.08	28.91	10.08	11.23	8.29	4/3/1997	2.10%
							W/Max Sales	NA	NA	24.91	10.23	9.80	24.91	9.80	11.23	8.29		
New Discovery Value- B	S-C V	NDVBX	2%	4%	6%	5%	@ NAV	5.19	2.56	12.97	10.64	11.19	12.97	11.19	**	11.62	5/26/2011	2.08%
							W/Max Sales	NA	NA	8.97	9.82	10.93	8.97	10.93	**	11.62		
Equity Opportunities-B (formerly Sector Rotational Fund)	Sector	SRFBX	0%	0%	0%	5%	@ NAV	-0.78	-3.27	3.73	6.84	9.50	3.73	9.50	6.64	6.37	1/3/2007	1.94%
							W/Max Sales	NA	NA	-0.06	5.96	9.22	-0.06	9.22	6.64	6.37		
International New Discovery- B	S-C G Fgn	MIDBX	0%	0%	2%	3%	@ NAV	1.33	0.30	11.94	8.09	7.75	11.94	7.75	6.08	8.02	10/2/2000	2.06%
							W/Max Sales	NA	NA	7.94	7.22	7.45	7.94	7.45	6.08	8.02		
International Growth- B	Fgn-Stk	MGRBX	2%	4%	7%	9%	@ NAV	3.12	0.63	11.11	8.22	7.09	11.11	7.09	4.25	5.24	10/24/1995	1.93%
							W/Max Sales	NA	NA	7.11	7.36	6.78	7.11	6.78	4.25	5.24		
International Value- B	Fgn-Stk	MIGBX	2%	5%	8%	10%	@ NAV	1.04	-0.83	7.90	8.88	9.08	7.90	9.08	6.56	7.49	10/24/1995	1.76%
Closed to new investors 5-29-15							W/Max Sales	NA	NA	3.90	8.03	8.80	3.90	8.80	6.56	7.49		
Global Alternative Strategy- B	Alternative	DVRBX	5%	5%	4%	3%	@ NAV	1.43	-0.10	-0.52	-1.30	0.84	-0.52	0.84	1.27	1.16	12/20/2007	2.38%
Formerly Diversified Target Return Fund- B							W/Max Sales	NA	NA	-4.46	-2.26	0.45	-4.46	0.45	1.27	1.16		
Total Return- B	BAL	MTRBX	8%	7%	3%	0%	@ NAV	-0.85	-2.53	2.51	4.78	6.37	2.51	6.37	5.72	6.80	8/23/1993	1.48%
							W/Max Sales	NA	NA	-1.40	3.86	6.06	-1.40	6.06	5.72	6.80		
Corporate Bond- B* (formerly Bond)	Int-Term	MFBXB	15%	9%	4%	0%	@ NAV	-3.63	-4.11	-2.39	1.74	2.30	-2.39	2.30	4.82	4.76	9/7/1993	1.56%
							W/Max Sales	NA	NA	-6.21	0.79	1.94	-6.21	1.94	4.82	4.76		
Total Return Bond (formerly Research Bond Fund)- B*	Int-Term	MRBXX	16%	9%	4%	0%	@ NAV	-2.28	-2.48	-1.56	0.88	1.58	-1.56	1.58	3.63	4.02	12/29/2000	1.65%
							W/Max Sales	NA	NA	-5.43	-0.08	1.22	-5.43	1.22	3.63	4.02		
Limited Maturity- B	Short-Term	MLBXX	15%	10%	5%	0%	@ NAV	-0.29	-0.37	-0.43	0.13	0.12	-0.43	0.12	1.10	2.56	9/7/1993	1.58%
							W/Max Sales	NA	NA	-4.37	-0.86	-0.27	-4.37	-0.27	1.10	2.56		
Inflation Adjusted Bond-B	Int-Term	MIABX	5%	4%	3%	0%	@ NAV	-1.17	-0.79	0.65	0.41	0.14	0.65	0.14	1.37	2.14	9/30/2003	1.72%
							W/Max Sales	NA	NA	-3.32	-0.57	-0.25	-3.32	-0.25	1.37	2.14		
High Income- B	Hi-Yld	MHIBX	3%	3%	3%	0%	@ NAV	-1.04	-1.56	-0.14	2.87	3.45	-0.14	3.45	5.36	5.27	9/27/1993	1.72%
							W/Max Sales	NA	NA	-3.98	1.96	3.12	-3.98	3.12	5.36	5.27		

## PIMCO Funds

<https://www.pimco.com/en-us>

800-426-0107

Investment Objective	Ticker Symbol	Model Allocations as of: 7-20-18				YTD 7/20/2018	Returns Ending 6-29-18					Standardized Returns+ Ending 6-29-18						
		Con	Mod	Mod/Agg	Agg		YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio		
PIMCO StocksPLUS- A	L-C B	PSPAX	9%	14%	17%	22%	@ NAV	5.11%	1.98%	13.59%	11.05%	13.03%	13.59%	13.03%	10.36%	9.65	5/13/1993	0.96%
							W/Max Sales	NA	-1.85	9.33	9.65	12.17	9.33	12.17	10.02	9.52		
PIMCO RAE Fundamental Plus Fund A	L-C B	PIXAX	10%	13%	16%	21%	@ NAV	3.48	1.27	14.14	10.42	11.65	14.14	11.65	13.42	11.06	5/13/1993	1.26%
							W/Max Sales	NA	-2.53	9.86	9.02	10.80	9.86	10.80	12.99	10.74		
PIMCO RAE Low Volatility PLUS Fund A	L-C B	PXLVX	5%	7%	11%	12%	@ NAV	0.33	-1.45	9.93	10.59	**	9.93	**	**	9.64	12/31/2013	1.24%
							W/Max Sales	NA	-5.14	5.79	9.19	**	5.79	**	**	8.71		
PIMCO StocksPlus Small Fund A	S-C B	PCKAX	5%	10%	15%	20%	@ NAV	11.25	7.73	18.35	11.64	13.21	18.35	13.21	14.52	11.35	3/31/2006	1.14%
							W/Max Sales	NA	3.69	13.91	10.23	12.35	13.91	12.35	14.08	11.00		
PIMCO StocksPlus International Fund- A (U.S. dollar hedged)	Fgn-Stk	PIPAX	4%	5%	8%	10%	@ NAV	1.84	0.22	8.62	6.36	9.29	8.62	9.29	8.77	8.99	10/30/2003	1.21%
							W/Max Sales	NA	-3.54	4.55	5.02	8.45	4.55	8.45	8.15	8.57		
PIMCO StocksPlus International Fund- A	Fgn-Stk	PPUAX	0%	4%	7%	9%	@ NAV	-1.09	-2.46	7.19	4.95	6.52	7.19	6.52	5.26	4.78	11/30/2006	1.08%
							W/Max Sales	NA	-6.07	3.18	3.60	5.71	3.18	5.71	4.86	4.43		
PIMCO All Asset Fund- A	SPEC	PASAX	3%	3%	3%	3%	@ NAV	-2.44	-2.36	3.80	4.43	3.43	3.80	3.43	4.55	6.33	7/31/2002	1.52%
							W/Max Sales	NA	-6.02	-0.09	3.11	2.64	-0.09	2.64	4.15	6.07		
PIMCO Global Multi-Asset- A	SPEC	PGMAX	3%	3%	3%	3%	@ NAV	0.32	-0.89	5.61	4.06	4.45	5.61	4.45	**	5.13	10/29/2008	1.77%
							W/Max Sales	NA	-6.36	-0.22	2.13	3.27	-0.22	3.27	**	4.72		
PIMCO Total Return- A	Int-Term	PTTAX	11%	8%	3%	0%	@ NAV	-1.64	-1.87	-0.47	1.72	2.10	-0.47	2.10	4.43	6.67	5/11/1987	0.85%
							W/Max Sales	NA	-5.55	-4.21	0.43	1.32	-4.21	1.32	4.03	6.51		
PIMCO Investment Grade Corporate Bond- A	Int-Term	PBDAX	5%	4%	3%	0%	@ NAV	-2.33	-2.91	-0.55	3.37	4.04	-0.55	4.04	6.75	6.92	4/28/2000	0.91%
							W/Max Sales	NA	-6.55	-4.27	2.05	3.25	-4.27	3.25	6.34	6.69		
PIMCO Unconstrained Bond - A	Non-Trad	PUBAX	7%	4%	0%	0%	@ NAV	1.23	1.04	3.01	3.04	2.13	3.01	2.13	3.71	3.71	6/30/1998	1.39%
							W/Max Sales	NA	-2.74	-0.87	1.74	1.35	-0.87	1.35	3.32	3.32		
PIMCO Real Return - A	TIPS	PRTNX	5%	4%	3%	0%	@ NAV	-0.64	-0.45	1.64	1.57	1.24	1.64	1.24	2.94	5.31	1/29/1997	1.04%
							W/Max Sales	NA	-4.18	-2.17	0.28	0.47	-2.17	0.47	2.62	5.16		
PIMCO Short Term - A	Ult-Shrt-Term	PSHAX	15%	10%	5%	0%	@ NAV	1.04	0.92	1.89	1.82	1.60	1.89	1.60	1.86	3.94	10/7/1987	0.78%
							W/Max Sales	NA	-1.35	-0.40	1.05	1.14	-0.40	1.14	1.63	3.87		
PIMCO Income - A	Multi-Sect	PONAX	5%	4%	3%	0%	@ NAV	-0.52	-0.90	2.08	4.91	5.50	2.08	5.50	8.82	8.08	3/30/2007	0.93%
							W/Max Sales	NA	-4.59	-1.74	3.59	4.69	-1.74	4.69	8.41	7.71		
PIMCO Diversified Income- A	Multi-Sect	PDVAX	5%	4%	0%	0%	@ NAV	-0.60	-1.57	1.19	4.84	4.55	-0.60	4.55	6.42	6.53	7/31/2003	1.17%
							W/Max Sales	NA	-5.26	-2.61	3.51	3.75	-2.61	3.75	6.01	6.25		
PIMCO Foreign Bond (U.S. dollar hedged)- A*	Fgn Bond	PFOAX	5%	0%	0%	0%	@ NAV	1.89	1.71	3.92	4.39	4.82	3.92	4.82	6.27	6.77	12/2/1992	0.95%
*Foreign Bond U.S. dollar unhedged can substitute							W/Max Sales	NA	-2.10	0.02	3.06	4.02	0.02	4.02	5.87	6.61		
PIMCO High Yield- A	Hi-Yld	PHDAX	3%	3%	3%	0%	@ NAV	-0.41	-1.04	0.84	4.35	4.59	0.84	4.59	6.54	7.21	12/15/1992	0.91%
							W/Max Sales	NA	-4.75	-2.94	3.03	3.80	-2.94	3.80	6.14	7.02		

100% 100% 100% 100%

Notes: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

As of 4-11-11, shareholders are no longer be able to exchange shares between Allianz and PIMCO funds. As of November 1, 2009 PIMCO no longer offers Class B shares. Class A shares at the appropriate sales charge will be the default share class for new purchases including auto-invest plans. C-Class Shares are available as an alternative. Ask your Rep to help determine which is best for you. \*\*\*You can not exchange B shares for A shares; keep this in mind when reallocating. Ask your Nelson Rep for assistance.\*\*\*

Bench: Low Duration to bench, Commodity RealReturn Strategy, Floating Income. Class A shares have a Maximum Offering Purchase Charge of 5.50% for stock funds, 3.75% for PIMCO All Asset and Global Multi-Asset, 3.75% for fixed income funds (2.25% MOP for PIMCO Low Duration). See prospectus/ summary prospectus for additional details. ++Reflects Maximum Sales Charge

Source: PIMCO Funds/ Morningstar. Performance data current to the most recent month ended can be obtained by calling the toll-free number above or at [www.pimco.com/investments](http://www.pimco.com/investments)

## AllianzGI Funds

<https://us.allianzgi.com/individual>

800-988-8380

Investment Objective	Ticker Symbol	Model Allocations as of: 4-20-18				YTD 7/20/2018	Returns Ending 6-29-18					Standardized Returns+ Ending 6-29-18						
		Con	Mod	Mod/Agg	Agg		YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio		
AllianzGI Focused Growth- A	L-C G	PGWAX	0%	5%	10%	18%	@ NAV	11.73%	7.53%	23.53%	13.73%	16.54%	23.53%	16.54%	11.05%	11.43%	2/24/1984	1.11%
							W/Max Sales	NA	1.62	16.73	11.61	15.23	16.73	15.23	10.42	11.25		
AllianzGI NFJ Large-Cap Value- A	L-C V	PNBAX	0%	3%	4%	12%	@ NAV	0.50	-1.94	9.31	8.67	10.10	9.31	10.10	6.64	7.56	5/8/2000	1.09%
							W/Max Sales	NA	-7.33	3.30	6.64	8.86	3.30	8.86	6.04	7.22		
AllianzGI NFJ Dividend Value- A Re-opened	L-C V	PNEAX	0%	3%	4%	12%	@ NAV	0.43	-1.64	9.48	6.97	8.47	9.48	8.47	6.11	7.88	1/8/1900	1.09%
							W/Max Sales	NA	-7.05	3.46	4.97	7.25	3.46	7.25	5.51	7.54		
AllianzGI Mid-Cap A	M-C G	RMDAX	0%	5%	7%	9%	@ NAV	7.43	2.92	14.14	10.32	12.16	14.14	12.16	9.25	12.89	11/6/1979	1.13%
							W/Max Sales	NA	-2.74	7.86	8.26	10.90	7.86	10.90	8.63	12.69		
AllianzGI NFJ Mid Cap Value- A	M-C V	PQNAX	0%	5%	7%	9%	@ NAV	-2.08	-4.02	4.88	10.50	11.89	4.88	11.89	9.23	11.30	4/18/1988	1.21%
							W/Max Sales	NA	-9.30	-0.89	8.43	10.63	-0.89	10.63	8.61	11.09		
AllianzGI NFJ Small-Cap Value- A (Re-Opened 4-10-17)	S-C V	PCVAX	5%	8%	10%	10%	@ NAV	2.72	0.19	7.04	7.15	8.04	7.04	8.04	8.08	11.20	10/1/1991	1.24%
							W/Max Sales	NA	-5.32	1.15	5.15	6.83	1.15	6.83	7.47	10.97		
AllianzGI Global Small-Cap- A Sub	S-C G	RGSAX	*	*	*	*	@ NAV	4.77	2.66	17.08	7.46	10.14	17.08	10.14	8.17	10.45	12/31/1996	1.61%
							W/Max Sales	NA	-2.99	10.65	5.46	8.90	10.65	8.90	7.56	10.16		
AllianzGI Micro Cap- A Sub	S-C G	GMCAX	*	*	*	*	@ NAV	14.32	10.24	16.81	8.96	12.82	16.81	12.82	10.68	11.52	7/12/1995	2.16%
							W/Max Sales	NA	4.18	10.39	6.93	11.55	10.39	11.55	10.05	11.24		
AllianzGI NFJ International Value- A	Fgn-Stk	AFJAX	2%	5%	8%	10%	@ NAV	-4.50	-5.16	3.95	-2.71	-0.03	3.95	-0.03	-0.04	9.08	1/31/2003	1.37%
							W/Max Sales	NA	-10.38	-1.77	-4.53	-1.15	-1.77	-1.15	-0.94	8.22		
AllianzGI International Growth- A	Fgn-Stk	AIGFX	2%	4%	7%	9%	@ NAV	3.72	0.67	14.41	10.64	**	14.41	**	**	10.46	2/2/2015	1.05%
							W/Max Sales	NA	-4.87	8.12	8.57	**	8.12	8.57	**	8.64		
AllianzGI Global Allocation- A	Allocation	PALAX	16%	27%	18%	0%	@ NAV	-1.66	-3.13	4.24	4.06	4.93	4.24	4.93	4.97	5.56	9/30/1998	1.56%
							W/Max Sales	NA	-8.46	-1.50	2.12	3.75	-1.50	3.75	4.38	5.26		
AllianzGI Global Dynamic Allocation- A	Allocation	ASGAX	0%	0%	10%	11%	@ NAV	-2.12	-3.25	4.51	3.77	4.86	4.51	4.86	**	9.21	4/27/2009	1.78%
							W/Max Sales	NA	-8.57	-1.24	1.83	3.68	-1.24	3.68	**	8.54		
AllianzGI Multi-Asset Income Fund- A <i>Renamed 2/1/18 - Formerly Retirement Income- A</i>	Tgt Dt Retire	AGRAX	50%	20%	0%	0%	@ NAV	-2.90	-3.77	-0.78	3.71	3.64	-0.78	3.64	**	6.26	12/29/2008	1.20%
							W/Max Sales	NA	-9.06	-6.24	1.77	2.48	-6.24	2.48	**	5.63		
AllianzGI Income & Growth Fund- A	Balanced	AZNAZ	25%	15%	7%	0%	@ NAV	4.82	2.85	9.58	6.93	7.81	9.58	7.81	7.68	6.99	2/28/2007	1.29%
							W/Max Sales	NA	-2.81	3.55	4.93	6.60	3.55	6.60	7.07	6.45		
AllianzGI Convertible Fund- A (Closed)	Convertibles	ANZAX	0%	0%	5%	0%	@ NAV	10.51	8.08	14.98	7.03	9.18	14.98	9.18	8.65	10.06	4/19/1993	0.99%
							W/Max Sales	NA	2.13	8.66	5.03	7.95	8.66	7.95	8.03	9.82		
AllianzGI High Yield Bond Fund- A	Hi-Yld	AYBAX	0%	0%	3%	0%	@ NAV	-1.01	-1.43	0.15	2.98	3.42						



Columbia Threadneedle		800-221-2450		Model Allocations as of: 7-20-18				Returns Ending 6-29-18					Standardized Returns++ Ending 6-29-18				
Investment Objective	Ticker Symbol	Con	Mod	Mod/Agg	Agg		YTD 7/20/2018	YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio
Columbia Large Cap Growth- A	L-C G	LEGAX	5%	8%	9%	11%	@ NAV 12.04%	2.70%	17.24%	11.47%	15.28%	17.24%	15.28%	10.24%	9.43%	11/1/1998	1.08%
							W/Max Sales NA	NA	10.50	9.29	13.92	10.50	13.92	9.59	9.20		
Columbia Large Cap Index A	L-C B	NEIAX	5%	7%	10%	13%	@ NAV 5.63	-0.87	13.87	11.45	12.92	13.87	12.92	9.71	9.07	10/10/1995	0.45%
							W/Max Sales NA	NA	NA	NA	NA	NA	NA	NA	NA		
Columbia Select Large-Cap Value A	L-C V	SLVAX	4%	5%	7%	8%	@ NAV -0.12	-3.81	10.95	10.03	11.55	10.95	11.55	9.74	8.32	4/25/1997	1.18%
							W/Max Sales NA	NA	4.57	7.88	10.23	4.57	10.23	9.09	8.01		
Columbia Dividend Income A	L-C V	LBSAX	6%	7%	7%	8%	@ NAV 1.30	-2.04	9.81	10.98	11.07	9.81	11.07	9.59	7.71	11/25/2002	0.98%
							W/Max Sales NA	NA	3.49	8.80	9.77	3.49	9.77	8.94	7.40		
Columbia Large Cap Value- A <i>Renamed - Formerly Diversified Equity Income A</i>	L-C V	INDZX	0%	2%	3%	4%	@ NAV -1.27	-3.02	6.37	7.98	10.02	6.37	10.02	7.26	10.06	10/15/1990	1.02%
							W/Max Sales NA	NA	0.25	5.87	8.72	0.25	8.72	6.63	9.82		
Columbia Dividend Opportunity- A	L-C V	INUTX	0%	0%	0%	3%	@ NAV -0.62	-2.17	8.12	8.34	8.98	8.12	8.98	8.92	8.85	8/1/1988	0.98%
							W/Max Sales NA	NA	1.89	6.22	7.70	1.89	7.70	8.27	8.64		
Columbia Contrarian Core A	L-C B	LCCAX	0%	4%	5%	5%	@ NAV 2.61	-2.53	8.68	9.22	12.21	8.68	12.21	10.31	9.22	11/1/1998	1.04%
							W/Max Sales NA	NA	2.43	7.09	10.88	2.43	10.88	9.66	8.97		
Columbia Mid Cap Growth A	M-C G	CBSAX	2%	4%	5%	6%	@ NAV 11.67	1.10	17.67	9.14	12.19	17.67	12.19	8.35	11.72	4/22/1996	1.18%
							W/Max Sales NA	NA	10.92	7.02	10.87	10.92	10.87	7.71	11.51		
Columbia Mid Cap Index A	M-C B	NTIAX	3%	4%	6%	8%	@ NAV 5.70	-0.91	12.95	10.37	12.17	12.95	12.17	10.30	8.76	5/31/2000	0.57%
							W/Max Sales NA	NA	NA	NA	NA	NA	NA	NA	NA		
Columbia Select Mid Cap Value A	M-C V	CMUAX	2%	2%	4%	4%	@ NAV 0.46	-2.87	6.54	6.73	9.73	6.54	9.73	8.16	9.07	2/14/2002	1.17%
							W/Max Sales NA	NA	0.39	4.65	8.43	0.39	8.43	7.52	8.68		
Columbia Small Cap Growth I A	S-C G	CGOAX	0%	3%	3%	4%	@ NAV 13.84	2.69	22.94	13.21	13.46	22.94	13.46	9.80	10.79	11/1/2005	1.41%
							W/Max Sales NA	NA	15.88	11.00	12.13	15.88	12.13	9.15	10.49		
Columbia Small Company Index A <i>Sub- Columbia Disciplined Small Cap Core A</i>	S-C B	NMSAX	2%	2%	3%	3%	@ NAV 2.95	0.45	19.93	13.28	14.04	19.93	14.04	11.79	9.87	10/15/1996	0.45%
							W/Max Sales NA	NA	NA	NA	NA	NA	NA	NA	NA		
Columbia Select Smaller-Cap Value A	S-C V	SSCVX	3%	3%	3%	4%	@ NAV 5.43	0.83	8.61	4.95	9.72	8.61	9.72	9.36	9.04	4/25/1997	1.30%
							W/Max Sales NA	NA	2.35	2.89	8.43	2.35	8.43	8.72	8.73		
Columbia Overseas Value A	Fgn-Stk	COAVX	4%	5%	9%	10%	@ NAV -2.58	-1.07	10.00	7.27	8.10	10.00	8.10	2.92	2.59	2/28/2013	1.36%
							W/Max Sales NA	NA	3.64	5.19	6.82	3.64	6.82	2.31	2.00		
Columbia Contrarian Europe Fund A <i>Renamed - Formerly European Equity A</i>	Fgn-Stk	AXEAX	0%	2%	4%	6%	@ NAV 0.41	-0.27	7.25	3.07	5.53	7.25	5.53	4.55	3.82	6/26/2000	1.39%
							W/Max Sales NA	NA	1.03	1.07	4.28	1.03	4.28	3.94	3.48		
Columbia Acorn International A	Fgn-Stk	LAIAX	0%	2%	2%	3%	@ NAV 1.30	2.13	11.32	6.38	6.85	11.32	6.85	5.22	9.97	10/16/2000	1.24%
							W/Max Sales NA	NA	4.92	4.30	5.59	4.92	5.59	4.60	9.72		
Columbia Balanced Fund A <i>Sub- Columbia Income Builder A</i>	Bal	CBLAX	4%	0%	0%	0%	@ NAV 1.08	-2.13	5.04	6.10	8.28	5.04	8.28	8.01	7.99	11/1/2002	0.96%
							W/Max Sales NA	NA	-1.01	7.00	7.37	-1.01	7.00	7.37	7.75		
Columbia Corporate Income A	Int-Term	LIIAX	10%	5%	0%	0%	@ NAV -2.71	-2.40	-1.11	2.55	2.74	-1.11	2.74	5.40	6.42	7/31/2000	0.98%
							W/Max Sales NA	NA	-5.82	0.91	1.74	-5.82	1.74	4.89	6.26		
Columbia Total Return Bond A	Int-Term	LIBAX	22%	13%	6%	0%	@ NAV -1.67	-1.12	0.01	2.35	2.48	0.01	2.48	4.20	6.85	7/31/2000	0.90%
							W/Max Sales NA	NA	-2.98	1.33	1.86	-2.98	1.86	3.89	6.77		
Columbia Inflation Protected Securities A	TIPS	APSAX	5%	4%	3%	0%	@ NAV -0.11	-0.64	2.91	2.45	1.29	2.91	2.49	2.49	3.23	3/4/2004	1.11%
							W/Max Sales NA	NA	-0.19	1.40	0.68	-0.19	0.68	2.18	3.02		
Columbia Limited Duration Credit A	Short-Term	ALDAX	15%	11%	5%	0%	@ NAV -0.58	-0.84	-0.29	1.47	1.41	-0.29	1.41	2.99	2.83	6/19/2003	0.83%
							W/Max Sales NA	NA	-3.24	0.45	0.79	-3.24	0.79	2.68	2.82		
Columbia Floating Rate A	Bank Loan	RFRAX	5%	4%	3%	0%	@ NAV 2.92	1.58	4.59	3.99	3.78	4.59	3.78	4.44	4.03	2/16/06	1.06%
							W/Max Sales NA	NA	1.44	2.94	3.16	1.44	3.16	4.13	3.78		
Columbia Income Opportunities A	Hi-Yld	AIOAX	3%	3%	3%	0%	@ NAV -1.41	-2.06	-0.38	3.42	4.25	-0.38	4.25	6.72	6.54	6/19/2003	1.10%
							W/Max Sales NA	NA	-5.13	1.77	3.24	-5.13	3.24	6.20	6.19		
			100%	100%	100%	100%											

Notes: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter. Class C shares began converting to A shares July 1, 2018 based on 10 years from original purchase date. Additionally, investors can no longer buy new B shares, regardless if shares are currently owned. Talk to your Advisor about the A or C shares for future purchases. A-shares carry a 5.75% up front sales charge, while C shares have a 1-year/1% redemption penalty. Bench: Seligman Capital, Frontier, Communications & Information, Global Technology; \*Columbia Real Estate Equity can be substituted for the Columbia Income Opportunities position across all risk levels. Returns Source: Morningstar/RiverSource-Seligman Funds, Not All Returns Reflect Maximum Sales Charge. Class B shares and no longer available for purchase and have a maximum Contingent Deferred Sales Charge of 5%, declining to 0% after 6 years. Class A shares have a Maximum Offering Purchase Charge of 5.75% for most stock funds, 4.75% for fixed income funds (3.00% MOP for Limited Duration Credit and Floating Rate). Class C shares have a 1-year, 1% redemption penalty. See prospectus/summary prospectus for additional details. Not all funds offer every share class. ++Reflects Maximum Sales Charge Performance data current to the most recent month ended can be obtained by calling the toll-free number above or at www.columbiainvestment.com

AB Funds (AllianceBernstein)		800-221-5672		Model Allocations as of: 7-20-18				Returns Ending 6-29-18					Standardized Returns++ Ending 6-29-18				
Investment Objective	Ticker Symbol	Con	Mod	Mod/Agg	Agg		YTD 7/20/2018	YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio
Large Cap Growth- A	L-C G	APGAX	4%	7%	12%	16%	@ NAV 13.37%	8.41%	22.03%	14.59%	17.90%	22.03%	17.90%	13.42%	9.96%	9/28/1992	1.02%
							W/Max Sales NA	NA	16.85	12.95	16.88	16.85	16.88	12.93	9.78		
Growth- A	L-C G	AGRFX	2%	3%	6%	7%	@ NAV 16.00%	10.65%	25.45%	15.39%	17.65%	25.45%	17.65%	11.16%	10.39%	9/4/1990	1.26%
							W/Max Sales NA	NA	20.12	13.73	16.63	20.12	16.63	10.68	10.22		
Relative Value- A <i>Formerly Growth &amp; Income- A Value- A</i>	L-C V	CABDX	6%	7%	8%	13%	@ NAV 2.92	-0.69	11.47	9.79	10.82	11.47	10.82	8.94	10.04	7/1/1932	1.01%
							W/Max Sales NA	NA	6.74	8.25	9.84	6.74	9.84	8.45	9.98		
Equity Income Fund - A	L-C V	AUIAX	5%	6%	7%	8%	@ NAV 1.70	-1.16	8.64	7.58	8.88	8.64	8.88	6.69	9.05	10/18/1993	0.99%
							W/Max Sales NA	NA	4.02	6.03	7.94	4.02	7.94	6.23	8.86		
Discovery Growth- A	M-C G	CHCLX	3%	6%	9%	11%	@ NAV 19.34	14.46	32.07	13.12	14.36	32.07	14.36	13.00	10.53	7/7/1938	1.00%
							W/Max Sales NA	NA	26.42	11.51	13.36	26.42	13.36	12.51	10.47		
Discovery Value- A	M-C V	ABASX	3%	3%	4%	9%	@ NAV 4.21	2.37	14.00	9.89	11.41	14.00	11.41	10.68	10.91	3/29/2001	1.13%
							W/Max Sales NA	NA	9.15	8.30	10.45	9.15	10.45	10.20	10.63		
Small-Cap Growth- A	S-C G	QUASX	5%	8%	10%	10%	@ NAV 22.96	17.07	35.47	14.51	15.18	35.47	15.18	13.31	10.47	2/12/1969	1.19%
							W/Max Sales NA	NA	23.59	10.43	12.90	23.59	12.90	12.15	10.18		
Sustainable International Thematic Fund- A <i>(Formerly International Growth- A)</i>	Fgn-Stk G	AWPAX	0%	3%	4%	6%	@ NAV -3.38	-4.61	4.73	3.82	5.29	4.73	5.29	0.79	6.43	6/2/1994	1.43%
							W/Max Sales NA	NA	0.27	2.34	4.38	0.27	4.38	0.36	6.24		
International Value- A	Fgn-Stk V	ABIAX	4%	6%	11%	13%	@ NAV -5.79	-6.53	1.60	2.95	5.61	1.60	5.61	-0.81	4.84	3/29/2001	1.46%
							W/Max Sales NA	NA	-2.73	1.46	4.69	-2.73	4.69	-1.24	4.57		

## AB Funds (AllianceBernstein)

800-221-5672

Investment Objective	Ticker Symbol	Model Allocations as of: 7-20-18				YTD 7/20/2018	Returns Ending 6-29-18				Standardized Returns++ Ending 6-29-18							
		Con	Mod	Mod/Agg	Agg		YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio		
Global Risk Allocation-A**	BAL	CABNX	10%	8%	5%	0%	@ NAV	-1.34	-0.85	5.67	4.47	4.88	5.67	4.88	4.91	8.64	6/8/1932	1.32%
Short Duration-A	Sht-Term	ADPAX	15%	10%	5%	0%	W/Max Sales	NA	NA	1.16	2.97	3.96	1.16	3.96	4.46	8.59		
Intermediate Bond-A	Int-Term	ABQJX	20%	15%	6%	0%	@ NAV	0.07	0.00	-0.34	0.10	0.25	-0.34	0.35	0.85	1.09	5/21/2003	1.03%
Global Bond-A	World Bond	ANAGX	5%	0%	0%	0%	W/Max Sales	NA	NA	-4.58	-1.33	-0.61	-4.58	-0.61	0.41	0.80		
Bond Inflation Strategy	TIPS	ABNAX	5%	4%	3%	0%	@ NAV	-1.01	-1.16	-0.02	2.11	2.84	-0.02	2.84	4.21	4.56	7/1/1999	1.03%
Unconstrained Bond-A	Multi-Sect-Bd	AGSAX	10%	8%	3%	0%	W/Max Sales	NA	NA	-4.25	0.65	1.96	-4.25	1.96	3.76	4.33		
High Income-A	Hi-Yld	AGDAX	3%	3%	3%	0%	@ NAV	-0.54	-0.79	-0.04	2.81	2.91	-0.04	2.91	4.42	7.06	3/27/1992	0.83%
Wealth Appreciation Strategy-A	Allocation	AWAAX	*	*	*	*	W/Max Sales	NA	NA	-4.23	1.33	2.02	-4.23	2.02	3.97	6.89		
All Market Total Return Portfolio-A (Formerly Balanced Wealth Strategy)	Allocation	ABWAX	*	*	*	*	@ NAV	-0.14	-0.14	1.35	2.18	1.63	1.35	1.63	**	2.41	1/26/2010	1.34%
Conservative Wealth Strategy-A	Allocation	ABPAX	*	*	*	*	W/Max Sales	NA	NA	-2.97	0.71	0.76	-2.97	0.76	**	1.89		
			100%	100%	100%	100%	@ NAV	-0.31	-0.43	-1.29	2.29	1.95	-1.29	1.95	2.79	5.09	1/9/1996	1.10%
							W/Max Sales	NA	NA	-5.50	0.82	1.07	-5.50	1.07	2.34	4.89		
							@ NAV	-1.34	-2.13	0.15	4.82	4.78	0.15	4.78	8.17	10.06	2/25/1994	0.83%
							W/Max Sales	NA	NA	-4.06	3.32	3.87	-4.06	3.87	7.70	9.86		
							@ NAV	0.80	0.06	11.19	6.80	8.73	11.19	8.73	4.93	NA	9/2/2003	1.46%
							W/Max Sales	NA	NA	NA	NA	NA	NA	NA	NA	NA		
							@ NAV	-0.47	-1.15	3.14	3.66	5.73	3.14	5.73	4.69	5.52	9/2/2003	1.20%
							W/Max Sales	NA	NA	-1.25	2.18	4.80	-1.25	4.80	4.23	5.22		
							@ NAV	0.00	-0.58	3.25	2.98	3.90	3.25	3.90	3.62	4.21	9/2/2003	1.34%
							W/Max Sales	NA	NA	-1.15	1.51	3.01	-1.15	3.01	3.17	3.91		

Notes: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

Bench: Target Date Multi-Manager Select Funds replace the Target Date Retirement Strategy Funds, which were liquidated to shareholders November 2015. \*\*Balanced Shares renamed Global Risk Allocation and objective changed to invest across a number of global asset classes and seeks to provide favorable long-term return minimizing exposure to material downside ("tail") events. No change recommended at this juncture. Returns Source: Morningstar/AllianceBernstein Funds, Not All Returns Reflect Maximum Sales Charge. Effective 1-31-09, Class B shares are no longer available for purchase (exchanges between B share funds are allowed). Class A shares at the appropriate sales charge are the default share class for new purchases including auto-invest plans. C-Class Shares are available as an alternative. Ask your Rep to help determine which share class is best for your situation. Class A shares have a Maximum Offering Purchase Charge of 4.25% for all funds except municipal funds, which are 3.00%. See prospectus/summary prospectus for additional details.

Performance data current to the most recent month-end can be obtained by calling the toll-free number above or at www.alliancebernstein.com

## Lord Abbett Funds

800-821-5129

Investment Objective	Ticker Symbol	Model Allocations as of: 7-20-18				YTD 7/20/2018	Returns Ending 6-29-18				Standardized Returns++ Ending 6-29-18							
		Con	Mod	Mod/Agg	Agg		YTD	1 YR	3 YR	5 YR	1 YR	5 YR	10 YR	Annualized Since Incep.	Inception Date	Operating Expense Ratio		
Growth Leaders Fund-A	L-C G	LGLAX	8%	12%	14%	18%	@ NAV	17.70%	11.81%	28.01%	14.09%	16.31%	28.01%	16.31%	**	14.40%	6/30/2011	0.95%
Calibrated Dividend Growth Fund-A**	L-C B	LAMAX	7%	8%	11%	14%	W/Max Sales	NA	NA	20.66	11.86	14.93	20.66	14.93	**	13.43		
Affiliated Fund-A	L-C V	LAFFX	5%	6%	8%	10%	@ NAV	1.02	-1.54	9.58	10.50	10.95	9.58	10.95	9.15	7.90	6/5/1997	0.97%
Fundamental Equity Fund-A	L-C V	LDFVX	0%	0%	3%	4%	W/Max Sales	NA	NA	3.31	8.33	9.65	3.31	9.65	8.50	7.52		
Growth Opportunities-A	M-C G	LMGAX	2%	3%	5%	6%	@ NAV	0.21	-1.90	7.22	8.91	10.49	7.22	10.49	7.43	10.89	8/1/1996	0.70%
Value Opportunities-A	M-C B	LVOAX	0%	3%	4%	6%	W/Max Sales	NA	NA	1.07	6.79	9.19	1.07	9.19	6.80	10.80		
Calibrated Mid-Cap Value-A	M-C V	LVMAX	2%	4%	5%	6%	@ NAV	-0.31	-3.01	5.57	6.96	8.87	5.57	8.87	8.10	9.65	6/5/1997	0.96%
Developing Growth-A (Closed to New Investors)	S-C G	LAGWX	3%	5%	7%	9%	W/Max Sales	NA	NA	-6.04	-0.51	4.88	-6.04	4.88	7.59	7.46		
Alpha Strategy-A	SC-World-Stk	ALFAX	2%	3%	4%	5%	@ NAV	8.30	4.27	13.92	6.96	11.14	13.92	11.14	9.18	9.83	10/16/1998	1.26%
International Equity-A	Fgn-Stk	LICAX	4%	9%	11%	10%	W/Max Sales	NA	NA	7.37	4.87	9.83	7.37	9.83	8.53	9.55		
International Dividend Income-A NEW	Fgn-Stk	LIDAX	0%	0%	4%	4%	@ NAV	3.88	0.25	6.90	6.31	9.78	6.90	9.78	9.82	10.17	12/30/2005	1.15%
International Opportunities-A	Fgn-Stk	LAIEX	0%	0%	0%	5%	W/Max Sales	NA	NA	0.76	4.24	8.48	0.76	8.48	9.17	9.64		
Multi-Asset Income Fund-A	BAL	ISFAX	4%	4%	3%	3%	@ NAV	1.06	-0.28	5.89	6.22	9.72	5.89	9.72	**	12.86	12/29/2011	0.98%
Multi-Asset Balanced Opportunity Fund-A	BAL	LABFX	3%	3%	0%	0%	W/Max Sales	NA	NA	-0.21	4.14	8.43	-0.21	8.43	**	11.84		
Floating Rate-A	Bank Loan	LFRAX	4%	3%	2%	0%	@ NAV	29.76	23.20	41.95	8.88	13.02	41.95	13.02	12.19	10.91	8/1/1996	0.96%
Core Fixed Income-A	Int-Term	LCRAX	13%	8%	3%	0%	W/Max Sales	NA	NA	33.81	6.75	11.69	33.81	11.69	11.53	10.76		
Total Return-A	Int-Term	LTRAX	20%	12%	5%	0%	@ NAV	10.41	7.33	18.94	9.12	11.70	18.94	11.70	9.93	7.90	3/18/1998	1.57%
Inflation Focused-A	TIPS	LIFAX	5%	4%	3%	0%	W/Max Sales	NA	NA	12.10	6.99	10.39	12.10	10.39	9.28	7.59		
Short Duration Income-A	Sht-Term	LALDX	15%	10%	5%	0%	@ NAV	-4.83	-6.09	5.44	2.75	3.73	5.40	3.73	1.42	4.57	12/31/2003	1.20%
Bond Debenture-A	Hi-Yld	LBNDX	3%	3%	3%	0%	W/Max Sales	NA	NA	-0.62	0.73	2.51	-0.62	2.51	0.82	4.15		
							@ NAV	-4.92	-5.83	3.09	1.09	2.92	3.09	2.92	1.50	1.50	6/30/2008	1.13%
							W/Max Sales	NA	NA	-2.80	-0.87	1.71	-2.80	1.71	**	0.90		
							@ NAV	-6.28	-5.90	7.99	6.95	9.27	7.99	9.27	6.26	5.56	6/2/1997	1.22%
							W/Max Sales	NA	NA	16.34	8.34	8.85	16.34	8.85	5.56	5.54		
							@ NAV	1.53	0.24	2.27	3.48	4.60	2.27	4.60	6.08	5.43	6/30/2005	1.18%
							W/Max Sales	NA	NA	3.44	3.27	4.37	3.44	4.37	6.09	5.50		
							@ NAV	1.09	-0.70	4.68	4.56	6.27	4.68	6.27	6.28	7.13	5/1/1998	1.20%
							W/Max Sales	NA	NA	2.33	3.75	5.78	2.33	5.78	6.04	7.03		
							@ NAV	2.41	1.91	4.41	4.34	3.93	4.41	3.93	4.54	4.38	12/31/2007	0.79%
							W/Max Sales	NA	NA	2.07	3.56	3.45	2.07	3.45	4.31	4.16		
							@ NAV	-1.65	-1.71	-0.69	1.31	2.02	-0.69	2.02	3.92	4.73	8/31/2000	0.63%
							W/Max Sales	NA	NA	-2.92	0.55	1.55	-2.92	1.55	3.69	4.60		
							@ NAV	-1.58	-1.85	-0.67	1.73	2.45	-0.67	2.45	4.47	5.09	8/31/2000	0.67%
							W/Max Sales	NA	NA	-2.91	0.96	1.98	-2.91	1.98	4.23	4.96		
							@ NAV	1.56	1.37	3.55	1.26	0.28	3.55	0.28	**	0.56	4/29/2011	0.70%
							W/Max Sales	NA	NA	1.25	0.48	-0.18	1.25	-0.18	**	0.24		
							@ NAV	0.44	0.25	1.10	1.81	2.09	1.10	2.09	3.92	4.12	11/4/1993	0.59%
							W/Max Sales	NA	NA	-1.20	1.06	1.64	-1.20	1.64	3.68	4.03		
							@ NAV	-0.06	-1.15	2.98	4.99	5.73	2.98	5.73	6.92	8.44	8/1/1996	0.80%
							W/Max Sales	NA	NA	0.63	4.21	5.24	0.63	5.24	6.68	8.39		

Notes: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

Effective 3-31-10, Class B shares are no longer available for purchase (exchanges between B share funds are allowed). Class A shares at the appropriate sales charge are the default share class for new purchases including auto-invest plans. C-Class Shares are available as an alternative. Ask your Rep to help determine which share class is best for your situation. Bench: Mid-Cap Value (closed), Small-Cap Blend (closed), Small-Cap Value (closed), Global Equity, World Growth & Income Strategy, Convertible. Returns Source: Morningstar/Lord Abbett Funds, Not All Returns Reflect Maximum Sales Charge. Class A shares have a Maximum Offering Purchase Charge of 5.75% for stock and balanced funds, 4.75% for taxable fixed income funds and 3.25% for municipal fixed income funds. See prospectus/summary prospectus for additional details. Class B shares have a maximum Contingent Deferred Sales Charge of 5%, declining to 0% after 6 years. ++Reflects Maximum Sales Charge. Class B shares convert to Class A shares after eight years.

Performance data current to the most recent month-end can be obtained by calling the toll-free number above or at www.lordabbett.com

# Annuity Advisor Quarterly

Summer 2018

If you have any questions regarding your variable annuity, please do not hesitate to call  
**DAVID VOSE, Vice-President 800-345-7593 Ext. 138**

**E-Mail: Dvose@Nelson-Securities.com**

**Investor Note:** Mutual fund/sub-account investment strategies, which include investing in specific sectors, foreign securities, high yield securities, or small and medium sized securities may increase the risk and volatility of the funds. Changes in interest rates may affect the performance of fixed income (bond) funds. The value of bonds have an inverse relationship with changes in interest rates; if rates increase, bond values decrease and vice versa.

*The prospectus/summary prospectus contains this and other information. Please read carefully before investing. Investors should consider the investment objectives, risks, charges and expenses of the variable annuity contract before investing. To obtain a prospectus or summary prospectus containing more information for any variable annuity below, call Nelson Securities, Inc. at 1-800-345-7593.*

**Note:** Performance and principal value will fluctuate and an investor's shares may be worth more or less when redeemed.

**Model Portfolio holdings** are sub-accounts we recommend you use for exposure to specific asset classes within each annuity contract.  
**Bench players** may include past recommended sub-accounts that are worth holding, substitutes, and/or specialty sector sub-accounts.

Allocation Changes Highlighted in Yellow: Decrease

Allocation Changes Highlighted in Green: Increase

## Hartford Director & Director Access

1-(800) 862-7155

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
Growth Opportunities Fund+	L-C G	4%	5%	7%	9%
Dividend & Growth	L-C V	7%	8%	9%	11%
BlackRock S&P 500 Index V.I. (formerly HIMCO VIT Index Fund)	L-C B	8%	10%	14%	16%
Disciplined Equity	L-C B	2%	4%	4%	5%
Value Fund	L-C B	2%	3%	4%	5%
Capital Appreciation Fund	L-C B	0%	0%	0%	2%
MidCap Fund- closed*	M-C G	3%	6%	7%	9%
Growth Opportunities Fund/ Small/Mid Cap Equity*	M-C G	*	*	*	*
MidCap Value Fund	M-C V	3%	5%	7%	9%
Small Cap Growth/Small Company*	S-C G	4%	8%	10%	10%
Global Growth- (formerly Global Leaders)	Gbl-Stk	0%	2%	3%	5%
International Opportunities	Fgn-Stk	4%	9%	15%	19%
Balanced	Bal	5%	0%	0%	0%
Total Return Bond	Int-Term	30%	25%	12%	0%
Hartford Ultra-Short Bond	Sht-Term	15%	12%	5%	0%
U.S. Government Securities	Int-Term	10%	0%	0%	0%
High Yield	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

**Note:** Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

Bench: Global Technology (Sector-Tech), Global Health (Sector-Health)

\*MidCap closed 6/29/01. Growth Opportunities/ Small/MidCap Equity can be substituted for Mid-Cap positions. Transfers to MidCap will not be allowed. Small Cap Growth and Small Company can again be used interchangeably.

## Hartford Director M

1-(800) 862-7155

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
Hartford Growth Opportunities	L-C G	3%	4%	5%	6%
Hartford Dividend & Growth	L-C V	7%	8%	10%	12%
BlackRock S&P 500 Index V.I. (formerly HIMCO VIT Index Fund)	L-C B	8%	10%	13%	16%
Hartford Disciplined Equity	L-C B	2%	4%	4%	5%
Hartford Capital Appreciation	L-C B	0%	0%	0%	2%
Fidelity VIP Contrafund	L-C G	4%	5%	6%	8%
Fidelity VIP Mid Cap Portfolio	M-C G	3%	5%	7%	9%
Hartford Mid Cap Value	M-C V	4%	5%	7%	9%
Hartford Small Cap Growth/ Hartford Small Company	S-C G	0%	4%	5%	5%
Oppenheimer Mainstreet Small Cap	S-C B	5%	4%	5%	5%
Hartford International Opportunities	Fgn-Stk	4%	9%	10%	12%
AB International Value - New	Fgn-Stk	0%	0%	5%	7%
Oppenheimer Global	Global	0%	2%	3%	4%
Hartford Total Return Bond	Int-Term	32%	17%	7%	0%
Hartford Ultra-Short Bond	Sht-Term	15%	10%	5%	0%
Lord Abbett Bond Debenture	Corp Bond	10%	10%	5%	0%
Hartford High Yield	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

**Note:** Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

## Hartford Leaders

1-(800) 862-7155

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
American Funds Growth	L-C G	5%	5%	8%	12%
Hartford Dividend & Growth	L-C V	8%	9%	10%	12%
MFS Value	L-C V	6%	7%	9%	9%
Hartford Disciplined Equity	L-C B	2%	4%	5%	5%
Hartford Capital Appreciation	L-C B	0%	0%	0%	2%
Fidelity VIP Contrafund	L-C G	4%	5%	6%	8%
Fidelity VIP Mid Cap Portfolio	M-C G	7%	10%	13%	18%
Hartford Small Cap Growth/ Hartford Small Company	S-C G	2%	4%	5%	5%
Franklin Small Cap Value	S-C V	2%	4%	5%	5%
Mutual Global Discovery	World-Stk	0%	3%	4%	5%
American Funds International	Fgn-Stk	4%	6%	10%	11%
Hartford International Opportunities	Fgn-Stk	0%	3%	5%	6%
American Funds New World	Em-Mkt	0%	0%	0%	2%
Hartford Total Return Bond	Int-Term	15%	8%	3%	0%
MFS Total Return Bond (formerly Research Bond)	Int-Term	17%	9%	4%	0%
Hartford Ultra-Short Bond	Shrt-Term	15%	10%	5%	0%
Lord Abbett Bond Debenture	Hi-Yld	10%	10%	5%	0%
Hartford High Yield	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

## Jackson National Perspective II

1-(800) 873-5654

As of: 1/19/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
JNL Institutional Alt 25 (Formerly Instl Alt 20)	Instl-Alt*	10%	10%	5%	0%
JNL Institutional Alt 35 (Merged into Alt 25)	Instl-Alt	0%	0%	0%	0%
JNL Institutional Alt 50	Instl-Alt	0%	0%	5%	10%
JNL/MCM Index 5	Passive-EQ**	10%	12%	22%	25%
JNL/S&P 4	L-C Value	0%	5%	10%	10%
JNL/S&P Dividend Income & Growth	L-C Value	10%	10%	10%	10%
JNL/DoubleLine Shiller Enhanced CAPE	L-C Value	4%	6%	8%	10%
JNL/BlackRock Global Allocation	Managed Allocation	5%	5%	5%	5%
JNL/T.Rowe Price Capital Appreciation	Moderate Allocation	6%	5%	5%	5%
JNL/PIMCO RealReturn	TIPS	5%	4%	3%	0%
JNL/S&P Managed Conservative	Mgd Asset***	50%	0%	0%	0%
JNL/S&P Managed Moderate	Mgd Asset	0%	38%	0%	0%
JNL/S&P Managed Moderate Growth	Mgd Asset	0%	5%	7%	0%
JNL/S&P Managed Growth	Mgd Asset	0%	0%	20%	0%
JNL/S&P Managed Aggressive Growth	Mgd Asset	0%	0%	0%	25%
		100%	100%	100%	100%

Note: No Changes this Quarter

\*Institutional Alternative Asset Allocation \*\*Passive-Equal Weight Index Strategy \*\*\*Managed Asset Allocation

## Lincoln Financial American Legacy II & III

1-(800) 942-5500

As of: 1/19/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
Growth	L-C G	7%	10%	13%	21%
Blue Chip Income & Growth	L-C V	7%	11%	14%	20%
Growth & Income	L-C B	8%	11%	14%	20%
Global Growth	L-C B	2%	4%	8%	10%
Global Small Capitalization	S-C G	4%	6%	8%	10%
International	Fgn-Stk	4%	9%	15%	17%
New World	Emrg-Mkt	0%	0%	0%	2%
Asset Allocation	Bal	16%	12%	10%	0%
Bond Fund	Int-Term	32%	26%	12%	0%
Global Bond Fund	Glbl-Bond	5%	3%	3%	0%
U.S. Government/AAA-Rated Securities	Int-Term	12%	5%	0%	0%
High Income Bond	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: No Changes this Quarter

Bench: Global Discovery, Global Growth & Income.

## Lincoln ChoicePlus Assurance Advantage 2.0

1-(888) 868-2583

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
LVIP Dimensional US Equity MVF	US Equity	7%	11%	11%	11%
LVIP Select Core Equity MVF (formerly VIP Contrafund RPM Portfolio)	L-C G	4%	7%	7%	7%
LVIP JPMorgan Select Mid Cap Value MVF	M-C V	0%	3%	4%	5%
LVIP VIP Blended Mid Cap Managed Volatility Portfolio	M-C G	3%	4%	5%	6%
LVIP SSGA SMID Cap MVF (formerly SSGA Small-Cap RPM Fund)	S-C B	2%	4%	5%	6%
LVIP Dimensional International Equity MVF (formerly Dimensional Non-US Equity RPM)	Fgn-Stk	2%	5%	8%	10%
LVIP MFS International Equity MVF (formerly MFS International Growth RPM Fund)	Fgn-Stk	2%	4%	7%	9%
LVIP Franklin Templeton Global Equity MVF (formerly Templeton Growth RPM Fund)	World-Stk	0%	2%	0%	0%
LVIP Global Conservative Allocation Managed Risk Fund	Con-Allocation	25%	0%	0%	0%
LVIP Global Moderate Allocation Managed Risk Fund	Mod-Allocation	10%	20%	5%	0%
LVIP Global Growth Allocation Managed Risk Fund	Mod-Agg Alloc.	0%	0%	10%	5%
LVIP RPM BlackRock Global Allocation Managed Risk Fund	Global Allocation	5%	5%	4%	4%
LVIP SSGA Global Tactical Allocation Managed Volatility Fund	Global Allocation	0%	0%	4%	4%
LVIP Delaware Bond Fund	Int-Term	8%	6%	5%	5%
Delaware VIP Diversified Income Series	Multi-Sector Bond	7%	9%	12%	15%
LVIP PIMCO Low-Duration	Short-Term Bond	15%	12%	10%	10%
LVIP BlackRock Inflation Protected Bond Fund	TIPS	5%	4%	3%	3%
LVIP Dimensional/ Vanguard Total Bond Fund	Bond Allocation	5%	4%	0%	0%
		100%	100%	100%	100%

Note: Conservative and Moderate Models Updated this Quarter.

**Lincoln ChoicePlus Assurance Advantage 2.0 (Contracts after 1-20-15)**

**1-(888) 868-2583**

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
LVIP Dimensional US Equity MVF	US Equity	7%	11%	11%	13%
LVIP Select Core Equity MVF (formerly VIP Contrafund RPM Portfolio)	L-C G	4%	8%	8%	9%
LVIP JPMorgan Select Mid Cap Value MVF	M-C V	0%	3%	4%	5%
LVIP VIP Blended Mid Cap Managed Volatility Portfolio	M-C G	3%	5%	6%	8%
LVIP SSgA SMID Cap MVF (formerly SSgA Small-Cap RPM Fund)	S-C B	2%	5%	6%	8%
LVIP Dimensional International Equity MVF (formerly Dimensional Non-US Equity RPM)	Fgn-Stk	2%	5%	8%	10%
LVIP MFS International Equity MVF (formerly MFS International Growth RPM Fund)	Fgn-Stk	2%	4%	7%	9%
LVIP Franklin Templeton Global Equity MVF (formerly Templeton Growth RPM Fund)	World-Stk	0%	2%	0%	0%
LVIP Global Conservative Allocation Managed Risk Fund	Con-Allocation	25%	0%	0%	0%
LVIP Global Moderate Allocation Managed Risk Fund	Mod-Allocation	10%	20%	10%	0%
LVIP Global Growth Managed Risk Fund	Mod-Agg Alloc.	0%	0%	10%	10%
LVIP RPM BlackRock Global Allocation Managed Risk Fund	Global Allocation	5%	4%	5%	4%
LVIP SSgA Global Tactical Allocation Managed Volatility Fund	Global Allocation	0%	4%	5%	4%
LVIP Delaware Bond Fund	Int-Term	8%	5%	4%	3%
Delaware VIP Diversified Income Series	Multi-Sector Bond	7%	6%	8%	10%
LVIP PIMCO Low-Duration	Short-Term Bond	15%	10%	5%	4%
LVIP BlackRock Inflation Protected Bond Fund	TIPS	5%	4%	3%	3%
LVIP Dimensional/ Vanguard Total Bond Fund	Bond Allocation	5%	4%	0%	0%
		100%	100%	100%	100%

Note: Conservative and Moderate Models Updated this Quarter.

**Delaware Life Regatta Gold & Platinum (formerly MFS Regatta Gold/Platinum)**

**1-(800) 752-7215**

As of: 1/19/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
Massachusetts Investors Growth	L-C G	6%	8%	9%	15%
Value	L-C V	8%	10%	14%	16%
Blended Research Core Equity Series I	L-C B	3%	5%	6%	11%
Core Equity	L-C B	5%	5%	11%	16%
Mid Cap Growth	M-C G	0%	6%	9%	12%
New Discovery	S-C G	4%	7%	9%	11%
International Growth	Fgn-Stk	2%	4%	7%	9%
International Value	Fgn-Stk	2%	5%	8%	10%
Total Return	Bal	15%	15%	10%	0%
Corporate Bond	Int-Term	34%	22%	10%	0%
Strategic Income	MultiBond	8%	5%	4%	0%
Government Securities	Int-Term	10%	5%	0%	0%
High Yield	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: No Changes this Quarter

**John Hancock Venture**

**1-(800) 557-2223**

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
American Growth	L-C G	5%	8%	11%	14%
T. Rowe Price Equity Income	L-C V	5%	8%	10%	13%
500 Index	L-C B	9%	11%	16%	20%
Mid Cap Index	M-C B	5%	7%	10%	13%
Mid Cap Stock	M-C G	2%	4%	5%	6%
Small Cap Index	S-C B	5%	8%	10%	12%
American International	Fgn-Stk	2%	5%	8%	10%
J. H. VST International Equity Index	Fgn-Stk	2%	4%	7%	9%
PIMCO VIT All Asset Portfolio	Spec.	5%	4%	3%	3%
Bond	Int-Term	14%	11%	5%	0%
Core Bond	Int-Term	15%	12%	7%	0%
Total Bond Market Trust	Int-Term	8%	5%	0%	0%
PIMCO Global Bond	Int-Term	5%	0%	0%	0%
Ultra Short Term Bond	Sht-Term	15%	10%	5%	0%
High Yield	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

The above allocations are for older Venture contracts; some sub-accounts are not available in new Venture contracts.

New Venture contracts with the Principal Plus For Life (PPFL) rider use the Venture Lifestyle Portfolios and Asset Allocation Models.

**John Hancock Venture w/ PPFL (Principal Plus For Life) or IPFL (Income Plus For Life)**

**1-(800) 557-2223**

As of: 10/27/17

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
Lifestyle Conservative PS	Con-Allocation	55%	0%	0%	0%
Lifestyle Moderate PS	Mod-Allocation	15%	10%	0%	0%
Lifestyle Balanced PS	Mod-Allocation	15%	50%	25%	0%
Lifestyle Growth PS (Core Strategy was acquired by Lifestyle Growth 10/27/17)	Mod-Agg Allocation	15%	40%	75%	100%
		100%	100%	100%	100%

Note: No Changes this Quarter

Effective 3/3/14, the JH Lifestyle Funds implemented a change in investment objectives and policies approved by shareholders to implement new risk management strategies to manage portfolio volatility and limit downside risk. Shares were exchanged \$ for \$ into the new funds. The previous funds now carry the PS designation after the name i.e. Lifestyle Moderate PS.

## Nationwide Best of America IV & Vision

1-(800) 321-6064

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
American Funds NVIT Growth	L-C G	4%	6%	8%	11%
MFS Value	L-C V	7%	8%	10%	11%
Dreyfus Appreciation	L-C G	3%	4%	5%	6%
Dreyfus Stock Index	L-C B	10%	12%	14%	20%
NVIT MidCap Index	M-C B	4%	6%	8%	9%
JP Morgan Mid-Cap Value/ Sub. Fidelity Mid Cap (M-C G)	M-C V	3%	5%	7%	9%
Dreyfus IP Small Cap Stock Index	S-C B	5%	8%	10%	10%
American Funds NVIT Global Growth	Fgn-Stk	0%	2%	3%	5%
NVIT International Equity	Fgn-Stk	0%	4%	7%	9%
MFS International Value	Fgn-Stk	4%	5%	8%	10%
PIMCO VIT Total Return	Int-Term	20%	13%	5%	0%
Fidelity VIP Investment Grade Bond	Int-Term	17%	10%	4%	0%
PIMCO VIT Short Term Bond	Sht-Term	15%	10%	5%	0%
American Century VP Inflation Protection Fund	TIPS	5%	4%	3%	0%
Fidelity VIP High Income - Closed (Sub- Columbia VP High Yield Bond)	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

## Nationwide BOA America's Exclusive II

1-(800) 321-6064

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
American Funds NVIT Growth	L-C G	4%	6%	8%	11%
MFS Value	L-C V	7%	8%	10%	11%
Dreyfus Appreciation	L-C G	3%	4%	5%	6%
Dreyfus Stock Index	L-C B	10%	12%	14%	20%
NVIT MidCap Index	M-C B	4%	6%	8%	9%
JP Morgan Mid-Cap Value	M-C V	3%	5%	7%	9%
Dreyfus IP Small Cap Stock Index	S-C B	5%	8%	10%	10%
American Funds NVIT Global Growth	Fgn-Stk	0%	2%	3%	5%
NVIT International Equity	Fgn-Stk	0%	4%	7%	9%
MFS International Value	Fgn-Stk	4%	5%	8%	10%
American Funds NVIT Bond	Int-Term	20%	13%	5%	0%
Fidelity VIP Investment Grade Bond	Int-Term	17%	10%	4%	0%
PIMCO VIT Short Term Bond	Sht-Term	15%	10%	5%	0%
American Century VP Inflation Protection Fund	TIPS	5%	4%	3%	0%
Fidelity VIP High Income	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

## Nationwide BOA America's Future / Future II

1-(800) 321-6064

As of: 7/20/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
American Funds NVIT Growth	L-C G	4%	6%	8%	11%
MFS Value	L-C V	7%	8%	10%	11%
Dreyfus Appreciation	L-C G	3%	4%	5%	6%
Dreyfus Stock Index	L-C B	10%	12%	14%	20%
NVIT MidCap Index	M-C B	4%	6%	8%	9%
Fidelity Mid Cap - Closed (Sub Dreyfus IP MidCap Stock Portfolio)	M-C G	3%	5%	7%	9%
Dreyfus IP Small Cap Stock Index	S-C B	5%	8%	10%	10%
American Funds NVIT Global Growth	Fgn-Stk	0%	2%	3%	5%
NVIT International Equity	Fgn-Stk	0%	4%	7%	9%
MFS International Value	Fgn-Stk	4%	5%	8%	10%
PIMCO VIT Total Return	Int-Term	20%	13%	5%	0%
Fidelity Investment Grade Bond	Int-Term	17%	10%	4%	0%
PIMCO VIT Short Term Bond	Sht-Term	15%	10%	5%	0%
American Century VP Inflation Protection Fund	TIPS	5%	4%	3%	0%
Fidelity VIP High Income (Future) /Federated NVIT High Income (Future II)	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: Conservative, Moderate and Moderate Aggressive Models Updated this Quarter.

## Phoenix Home Life Big Edge Plus

1-(800) 541-0171

As of: 1/19/18

Recommended Sub-Account	Style	Current Model Allocations			
		Con	Mod	Mod/Agg	Agg
Fidelity Contrafund	L-C G	5%	8%	11%	13%
Invesco Equity Income	L-C V	4%	5%	6%	10%
Mutual Shares Securities	L-C V	2%	3%	3%	5%
Deutsche Equity 500 Index VIP (S&P 500)	L-C B	10%	14%	20%	24%
Calvert S&P Mid Cap 400 Index	M-C B	7%	12%	14%	18%
Wanger USA	S-C G	0%	4%	5%	5%
Deutsche Small Cap Index	S-C B	5%	4%	5%	5%
Oppenheimer Global	Global Stock	5%	5%	6%	8%
Templeton Foreign Securities	Fgn-Stk	2%	5%	10%	12%
Virtus Multi-Sector Fixed Income	Int-Term	7%	7%	4%	0%
Fidelity Investment Grade Bond	Int-Term	20%	10%	5%	0%
PIMCO Total Return Portfolio	Int-Term	25%	16%	5%	0%
PIMCO RealReturn Portfolio	TIPS	5%	4%	3%	0%
Lord Abbett Bond-Debenture	Hi-Yld	3%	3%	3%	0%
		100%	100%	100%	100%

Note: No Changes this Quarter