



## Focus Conservative Model

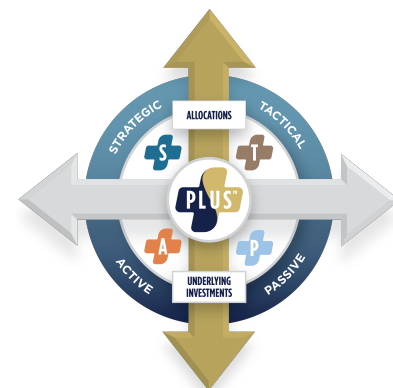
RiskPro® Tolerance Range\*: 0% - 12% | 06/30/2022 Tolerance: 10%

Portfolio Inception Date: 06/30/2018

### Focus Conservative Model

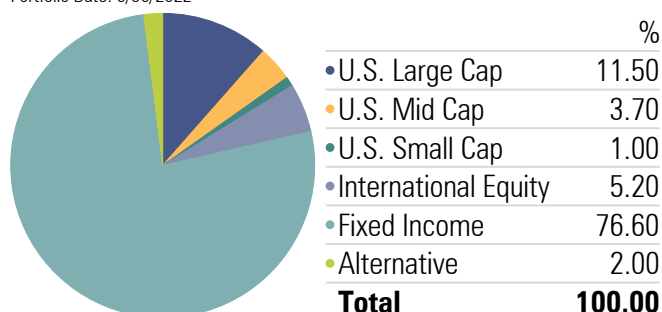


The Focus Conservative Model Portfolio is a multi-asset portfolio that seeks moderate participation in market gains and limited downside volatility. The strategy uses a wide variety of asset classes to dynamically manage risk while optimizing return. The primary focus is to ensure the Model portfolio does not exceed its tolerance mandate of 12% over any rolling 12-month period.



### Target Asset Allocation

Portfolio Date: 6/30/2022



Weighted Average Net Expense Ratio (%)\*

2.05%

### Portfolio Returns (Net)<sup>1</sup> vs. Indices (%)

	QTD	YTD	1 Year	Since 6/30/18	Std. Dev <sup>1</sup>
Focus Conservative	-7.39	-12.23	-11.76	-0.04	6.11
Bloomberg US Agg Bond TR USD	-4.69	-10.35	-10.29	1.20	5.23
S&P 500 TR USD	-16.10	-19.96	-10.62	10.55	26.83
MSCI EAFE NR USD	-14.51	-19.57	-17.77	1.07	19.54
Core CPI	1.91	3.36	5.90	3.40	4.70

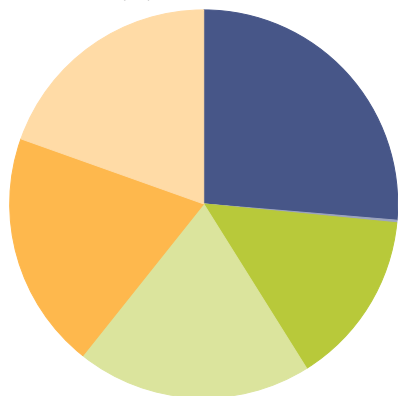
### Target Portfolio Holdings

	Ticker	Portfolio Weighting %
PFG Active Core Bond Strategy R	PFDOX	50.95
PFG Tactical Income Strategy R	PFTSX	21.00
PFG BNY Mellon Diversifier Strat R	PFADX	15.00
PFG Janus Henderson® Blncd Strtgy R	PFJHX	13.00
Default Cash	\$CASHEQ\$	0.05

<sup>1</sup> Model Portfolio performance represents the performance of the underlying holdings within the model for the performance period and includes the reinvestment of dividends, interest and capital gains. Though the models have been managed by the strategists as of the inception date, performance returns noted do not reflect the real money returns of investment accounts but instead, represent the performance of the model as it was managed by the model's strategist for the period of time noted. As such, model performance will differ from the performance a client investing in the model will experience. Factors that will result in differences between model performance and actual results of any particular client include but are not limited to: (i) client directed holdings or restrictions within the Model Portfolio, (ii) timing of when trades are placed in actual accounts, (iii) contributions or withdrawals to the client's account, and (iv) the actual amount of transaction expenses charged to the client account. The Model Portfolios are rebalanced quarterly. **Standard Deviation** measures how widely a portfolio's returns vary over a certain period of time. A high standard deviation suggest greater volatility. Returns and Standard Deviation for periods of less than one year are not annualized. **Net of Fees:** Portfolios are constructed using the PFG mutual funds ("Funds"), a series of mutual funds managed by TPFG's affiliate, Pacific Financial Group, LLC ("PFG"). As investment adviser to the Funds, PFG receives management fees of up to 1.25% per year and an Administrative Service Fee of 0.70%. Clients investing in a Portfolio do not directly pay any fees as all fees are paid from within the funds (from the "internal fund fees") which are reflected in the Funds' net asset value or NAV. Investors should review the Fund's prospectus and TPFG's Form ADV 2 for additional information about the Funds and TPFG services and fees. Conflicts of Interest: The receipt of fees from the Funds creates a conflict of interest for TPFG. To mitigate the conflict, TPFG does not charge separate or additional fees for advisory or other services for the management of the Portfolio.

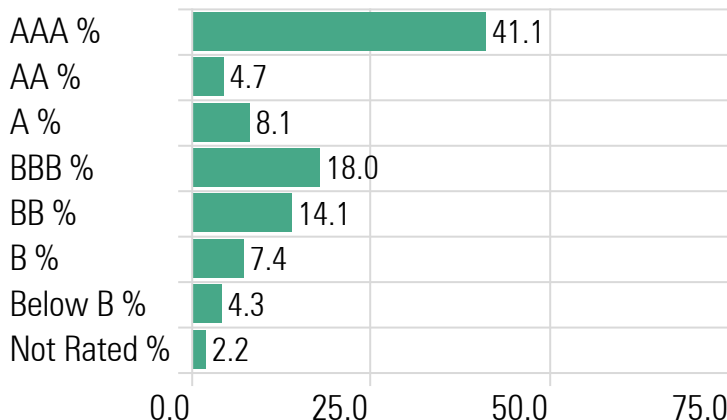
# Fixed Income Sector Allocation

Portfolio Date: 6/30/2022



	%
Government	26.3
Municipal	0.2
Corporate	14.5
Securitized	19.6
Cash & Equivalents	19.7
Derivative	19.6
<b>Total</b>	<b>100.0</b>

## Credit Type



## Fixed Income Statistics

Average Eff Duration Survey	5.13
Average Eff Maturity Survey	7.36
Average Coupon	3.23
Average Credit Quality	BB
Average YTM Survey	4.90

## Important Disclosures

Advisory services provided by The Pacific Financial Group, Inc. ("TPFG") a Registered Investment Adviser. The information is for informational purposes only and should not be relied on or deemed the provision of tax, legal, accounting or investment advice. Past performance is not a guarantee of future results. All investments contain risks to include the total loss of invested principal. Diversification does not protect against the risk of loss. Investors should review all offering documents and disclosures and should consult their tax, legal or financial professional before investing.

**Morningstar Style Box:** a nine-square grid that provides a graphical representation of the "investment style" of funds. For equity funds, it classifies securities according to market capitalization (the vertical axis) and growth and value factors (the horizontal axis). Fixed income funds are classified according to credit quality (the vertical axis) and sensitivity to changes in interest rates (the horizontal axis). Additional information about the style box can be found at [http://www.morningstar.com/InvGlossary/morningstar\\_style\\_box.aspx](http://www.morningstar.com/InvGlossary/morningstar_style_box.aspx)

Tolerance and Tolerance Range are determined by RiskPro® a risk profiling and portfolio construction software program developed by ProTools, Inc., an affiliate of TPFG. RiskPro quantifies historical risk characteristics to estimate the forward looking, maximum annual range (gain or loss) of total returns of a portfolio over a 12-month period (the "Tolerance Range"). Tolerance as of the most recent quarter-end is calculated using RiskPro® analytics and reflects the maximum annual gain or loss of total returns of a portfolio of securities as of that date. **IMPORTANT:** The projections or other information generated by RiskPro® regarding the likelihood of various outcomes are hypothetical in nature, do not reflect actual investment results and are not a guarantee of future results. RiskPro® does not consider the fees and expenses of the underlying Funds in the Model Portfolio or the potential impact of extreme market conditions. There is no guarantee that the maximum range as estimated by RiskPro®, will not be exceeded.

## Indices

The indices are presented as broad-based measures of the equity, fixed income and consumer markets. The indices are provided for comparative and illustrative purpose to provide a comparison of the model against the broader based equity, fixed income and consumer market. The indices are not intended to reflect the investment objectives of the model as the securities held within the model will differ in market volatility, concentration, investment objectives and diversification among others from those of the indices. The indices are not managed, and returns do not reflect the deduction of fees, expenses, transaction costs or taxes that actual client accounts are subject to. Investors cannot invest directly in an index.

## Important Disclosures (Continued)

- The S&P 500 Total Return Index is a market-capitalization-weighted index of the 500 largest U.S. publicly traded companies by market value. It is one of the most common benchmarks for the broader U.S. equity markets. The Index includes the reinvestment of dividends, interest and capital gains.
- The U.S. Aggregate Bond Total Return Index measures the performance of investment grade, U.S. dollar-denominated, fixed-rate taxable bond market, including Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS, and CMBS.
- The MSCI EAFE Index is an equity index which captures large and mid-cap representation across 21 Developed Markets countries around the world, excluding the US and Canada. With 896 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.
- The Bloomberg U.S. Intermediate Government/Credit Bond Index includes short and intermediate term obligations of the US Treasury; Government-Related issues such as agency, sovereign, supranational, and local authority debt; and Corporates that have a remaining maturity of greater than one year and less than five years. The Index includes the investment of dividends, interest and capital gains.
- Consumer Price Index ("Core CPI") is an aggregate of prices paid by urban consumers for a typical basket of goods, excluding food and energy. This measurement is widely used by economists because food and energy have very volatile prices. The Bureau of Labor Statistics defines and measures the official CPI, and more information can be found at [bls.gov/cpi/](https://www.bls.gov/cpi/).

## Fixed Income Statistics

**Average Effective Duration** measures the approximate change of a fixed income security that will result from a 1% change in interest rates, the longer a fund's duration the more sensitive the fund is to shifts in interest rates. **Average Effective Maturity** is a weighted average of all the maturities of the bonds in a portfolio, computed by weighting each bond's effective maturity by the market value of the security. **Average Coupon** is calculated by weighting each bond's coupon by its relative size in the portfolio. **Average Credit Quality** is an average of each bond's credit rating, adjusted for its relative weighting in the portfolio. **Yield to Maturity** is the internal rate of return earned by an investor who holds a bond until maturity.

**Credit Rating:** A bond's rating is a letter-based credit score used to judge the quality and creditworthiness of a bond. The higher the score the better the credit. For example, using Standard & Poor® scale, investment grade bonds are rated between AAA+ and BBB-.

**Weighted Annual Net Expense Ratio** as represented is a weighted average of each fund's Annual Report Net Expense Ratio as reported by Morningstar. A fund's Annual Report Expense Ratio (also referred to as the Audited Expense Ratio) reflects the actual fees charged during a particular fiscal year. (see [https://www.morningstar.com/InvGlossary/expense\\_ratio.aspx](https://www.morningstar.com/InvGlossary/expense_ratio.aspx)). Investors should review each Fund's prospectus for a complete description of fees and expenses and other important disclosures.

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