

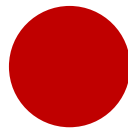

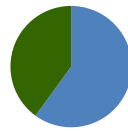
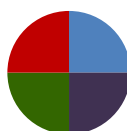
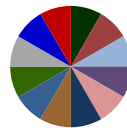

Why does Pinnacle diversify your assets over 12 different asset classes?

Because we believe it provides our clients with excellent volatility control and better, more consistent annual returns.

This chart shows the benefits of diversification over 15 years (1998 to 2012). This 15-year time period includes the two worst bear markets in history.

15-YEAR RETIREMENT PORTFOLIO SURVIVAL TEST (1998-2012)

\$500,000 starting balance on Jan. 1, 1998; 5% initial withdrawal; 3% annual cost of living adjustment

Retirement Portfolio Asset Allocation Model		1-Asset Portfolio Very Conservative	2-Asset Portfolio* Conservative	2-Asset Portfolio* Traditional	4-Asset Portfolio* Moderate	12-Asset Portfolio* Moderately Aggressive	1-Asset Portfolio Very Aggressive
		100% Cash	Cash and Bonds (50% in each)	U.S. Stock and Bonds (60% Stock, 40% Bonds)	Large Stock, Non-U.S. stock, Bonds, Cash (25% each)	12 Asset 7Twelve Model (8.33% each)	100% Large U.S. Stock
Calendar Year	Annual Cash Withdrawal (3% annual increase)						
Year-End Account Balances							
1998	\$25,000	501,686	509,721	579,825	554,431	486,828	618,371
1999	\$25,750	501,063	494,179	621,113	597,807	539,079	718,608
2000	\$26,523	506,053	511,504	585,618	560,180	549,034	622,278
2001	\$27,318	499,806	516,088	536,682	501,836	512,587	521,468
2002	\$28,138	479,927	518,024	457,490	440,688	480,451	380,955
2003	\$28,982	455,249	501,790	511,447	488,494	581,625	459,256
2004	\$29,851	430,439	485,335	523,226	500,943	655,070	478,522
2005	\$30,747	412,642	467,533	513,043	499,916	704,029	471,029
2006	\$31,669	401,122	457,154	538,153	530,619	779,044	513,783
2007	\$32,619	389,130	451,943	537,513	534,488	834,496	507,474
2008	\$33,598	366,316	443,802	392,112	400,619	595,479	287,622
2009	\$34,606	333,660	418,607	425,255	424,434	709,174	328,696
2010	\$35,644	298,223	396,037	440,515	422,466	776,374	342,486
2011	\$36,713	261,644	374,837	423,955	383,783	731,850	312,239
2012	\$37,815	223,941	344,395	433,566	383,280	774,486	342,447
% Internal Rate of Return		2.65	4.15	5.07	4.57	7.73	3.93

*The multi-asset portfolios were rebalanced at the start of each year.

Areas shaded in yellow indicate account is below the initial balance.

Source: Lipper Investment View, author calculations

February 2013 Financial Planning