



**JORDAN FISCHER,**  
CFP®, AIF®

ASSOCIATE PORTFOLIO MANAGER  
- Regal Investment Advisors

Jordan began his finance career in 2016 after graduating from Central Michigan University with a B.S. in Financial Planning. Since entering the industry, he has gained experience in personal financial planning, distribution, and asset management. Jordan has earned CERTIFIED FINANCIAL PLANNER™ and Accredited Investment Fiduciary designations and he is CFA Level II Candidate.



**James Musgrave CRPC®**  
FINANCIAL ADVISOR

James "Jim" Musgrave, founder of Musgrave Financial Solutions, is a Financial Advisor with over 23 years of experience in the financial industry. He helps people within eight years of retirement avoid making costly mistakes and maintain their standard of living in retirement. A graduate of the University of Alabama, Jim also earned his Chartered Retirement Planning Counselor® designation, which denotes expertise in retirement planning, asset management, investment strategies, taxes, estate planning, retirement plan distributions, planning for incapacity, disability and long-term care, employer-sponsored plans, and deferred compensation.



**LARRY TAUNT,**  
CLU®, CHFC®, CFP®, CASL®

PORTFOLIO MANAGER  
- Regal Investment Advisors

Larry, one of the founding partners of Regal Financial Group, entered the financial services industry in 1982 and carries Series 6,7,24,26,53,62,63, & 65 Securities licenses as well as a Life & Health insurance licenses. He Graduated from Michigan State University in 1982 with a Business degree and has been recognized by the American College as a Certified Life Underwriter, Chartered Financial Consultant, and a Chartered Advisor in Senior Living. He is also certified by the CFP Board of Standards as a Certified Financial Planner.



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A description of the designations achieved by the Portfolio Managers include the following:

- CFP: The Certified Financial Planner (CFP) is administered by the CFP Board and is a designation achieved by individuals who have met rigorous professional standards and diligence when dealing with clients.
- CLU: A Chartered Life Underwriter® (CLU®) is a financial professional with extensive knowledge of the life insurance industry and the underwriting process.
- AIF: The Accredited Investment Fiduciary (AIF) designation a professional certification for persons serving as an investment fiduciary that have met applicable requirements of the Center for Fiduciary Studies.
- CFA: A chartered financial analyst (CFA) is a professional designation given by the CFA Institute, that measures and certifies the competence and integrity of financial analysts.
- CHFC: Chartered Financial Consultant (ChFC) is a professional designation offered by the American College of Financial Services for individuals achieving advanced financial planning status.
- CASL: Chartered Advisor for Senior Living (CASL) is a professional designation offered by the American College of Financial Services for individuals whose advice helps older clients achieve financial security.

About Anticipated Performance and Risk - Past performance is no guarantee of future results. Performance will depend significantly on market conditions; there is no assurance that the Strategy will achieve its investment objectives. The extent of potential option income depends on premiums as they exist during the option cycle. Investors should note that option contracts do not expire at calendar month-end. As such, there tends to be some short-term, month-to-month performance unevenness as it relates to unexpired option positions held at month end. Under most conditions, this is time premium which has not yet decayed, and will affect performance in the following month(s).

Option trading entails significant risk and is not appropriate for all investors. Option risks include, but are not limited to, the possibility of an imperfect correlation between the movement in the options' prices and that of the securities/indices hedged (or used for cover), which may render a given hedge unable to achieve its objective; possible loss of the premium paid for options; and potential inability to benefit from the appreciation of an underlying security above the exercise price. Premium realized through the sale of options is characterized as short term capital gains and is not distributable as quarterly income.

Covered Calls - Though the Strategy's cost basis may be lower than if the Strategy only purchased the shares, the Strategy can still lose money if the stock falls below its modified cost basis (price of shares less covered call premium). This is basically the same market risk facing anyone who owns equities. The Strategy expects to typically sell calls at higher strike prices than current market value, however the stock could rise above the strike price and the Strategy can be assigned on its position. The Strategy could lose the stock at the strike price even if the stock is higher-causing it to potentially leave some money on the table.

Risk Factors include exposure to financial and market risks that accompany investments in stocks and options. Additional information about option trading can be found in the updated Options Disclosure Document (Characteristics and Risks of Standardized Options) located on the Options Clearing Corporation Website <http://www.optionsclearing.com/about/publications/character-risks.jsp>.

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# DIVIDEND+

## FOR INVESTORS SEEKING INCOME FROM THEIR INVESTMENT PORTFOLIO

# DIVIDEND+

is designed for investors seeking income from their investment portfolio. Whether you are taking monthly or quarterly distributions or reinvesting the enhanced yield to maximize the total return of this "blue chip" portfolio, Dividend Plus is a sophisticated strategy designed to meet your income and total return needs.

Each Dividend+ account is customized and managed individually with a focus on diversification and income generation. Account size and current market conditions determine mix of equities and as the account size grows, additional companies will be added to the portfolio. Accounts close to the \$250,000 minimum investment will have around 10-12 companies. Client accounts nearing \$500,000 will grow to 20-24 companies and \$1,000,000+ accounts will have 35 names or more. Stock selection for each account is determined by strategic, forward-looking views on the market.

The stocks used in Dividend+ pay consistent and increasing dividends each year. Covered call options will be written on each stock position once per quarter. These 90-day call options are written at a price roughly 10% above the current market price. Once the option contract expires after 90 days, a new contract will be written to generate additional premium for the account. The customized nature of Dividend+ allows the portfolio managers to hold onto a client's legacy positions of solid dividend paying companies, which can include positions with high levels of built in capital gains.

With this combination of dividends and covered call premium, Dividend+ provides significant benefits for investors seeking income or total return from their portfolio.

## DIVIDEND ARISTOCRAT (CAPITAL APPRECIATION)

A dividend aristocrat is a company in the S&P Index that not only consistently pays a dividend to shareholders but annually increases the size of its payout.

A company will be considered a dividend aristocrat if it raises its dividends consistently for at least the past 25 years.

### KEY TAKEAWAYS

- + A company is a dividend aristocrat if it increases the dividend it pays to shareholders for at least 25 straight years.
- + A dividend aristocrat must also be a member of the S&P 500, and some investors may add additional screening criteria.
- + They tend to be large, established companies that no longer enjoy supercharged growth.

## DIVIDEND (INCOME)

A dividend is the distribution of a company's earnings to its shareholders and is determined by the company's board of directors. Dividends are often distributed quarterly and may be paid out as cash or in the form of reinvestment in additional stock.

The dividend yield is the dividend per share and is expressed as dividend/price as a percentage of a company's share price, such as 2.5%.

Common shareholders of dividend-paying companies are eligible to receive a distribution as long as they own the stock before the ex-dividend date.

### KEY TAKEAWAYS

- + A dividend is the distribution of corporate earnings to eligible shareholders.
- + Dividend payments and amounts are determined by a company's board of directors.
- + The dividend yield is the dividend per share and expressed as a percentage of a company's share price.

## COVERED CALL (PREMIUM INCOME)

The term covered call refers to a financial transaction in which the investor selling call options owns an equivalent amount of the underlying security. To execute this, an investor who holds a long position in an asset then writes (sells) call options on that same asset to generate an income stream.

### KEY TAKEAWAYS

- + A covered call is a popular options strategy used to generate income in the form of options premiums.
- + Investors only expect a minor increase or decrease in the underlying stock price for the life of the option when they execute a covered call.
- + To execute a covered call, an investor holding a long position in an asset then writes (sells) call options on that same asset.

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