

# WCG Model Portfolios



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## Investment Philosophy

Our goal is to provide competitive returns for the risk taken by our investors. We strive to provide proactive communication to our advisors/clients to help develop and maintain strong relationships.

The Wealth Consulting Group's Investment Strategy Committee (ISC) manages the firm's model portfolios that are offered via WCG Wealth Advisors, LLC (dba The Wealth Consulting Group) a SEC Registered Investment Advisor. The committee is comprised of members who have extensive industry experience.

The ISC believes in managing portfolios using a core plus satellite strategy that incorporates both active and passive investment strategies.

## Investment Strategy Committee



Jim Worden CFA®, CMT®, CAIA®  
Chief Investment Officer



Jimmy Lee  
Founder, Chief Executive Officer



Laura J. LaTourette CFP®  
LPL Registered Principal



Christopher Rand PH. D, CFP®,  
CLU®



Mark Sensemen CHFC®, MBA  
Managing Partner, Phoenix



Marlo Stil Co-Founder/Retired, High  
Impact Portfolios  
\*Marlo Stil is not affiliated with WCG or LPL Financial\*



Victor Orozco, CSRIC™  
Managing Partner,  
Bair Financial Planning



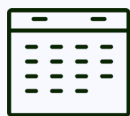
Anthony Turcotte, Jr.  
Managing Partner, Westlake Village

# The ISC's Disciplined Approach

## High-Frequency Communication



**Weekly Meetings** — The weekly meetings are used to keep abreast of market changes and keep on top of tactical trading opportunities.



**Monthly Meetings** — The monthly meetings are used to review performance of the models relative to benchmarks and get input from other committee members/asset managers.



**Quarterly Meetings** — The quarterly meetings include a comprehensive analysis of our models from one of our investment partners. We also compare WCG's asset allocations against competitive allocators such as LPL, Morningstar, and other model allocations for reference.

## Research and Oversight

The ISC utilizes multiple research tools to screen portfolio holdings and potential holdings. Additionally, each quarter the ISC will have other institutional asset managers review and stress test the models for any recommended changes and ideas.

# WCG Model Portfolios

## Models at a Glance

### Available Options:

#### Tactical Overlay & Tax Conscious:



##### Tactical Overlay

WCG also offers a tactical overlay for Growth and Income, Growth and Aggressive Growth portfolios.

The goal of the tactical models is to participate during market uptrends but to manage severe declines during bear markets by moving partially or completely to cash in the equity portion of the portfolio.

The tactical models use technical analysis from Dorsey Wright, LPL research, and our own proprietary research to assist in the timing of raising or redeploying portfolio cash.



##### Tax Conscious

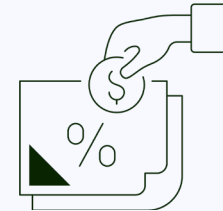
Individual client portfolio holdings can be customized to meet investment objectives of tax conscious investors.



**Stock + ETF Models** utilize independent research from Morningstar for individual stock selection based upon their quality-centric, value-conscious Tortoise, Hare, and Dividend Select Separately Managed Accounts (SMAs). This approach has the potential to lower expenses as trading is executed by WCG without the additional management fee of an equivalent SMA.

Stocks are researched using Morningstar and used to create the domestic large cap core portion of these models while screens for lower cost ETFs, versus higher cost actively managed mutual funds, are performed to determine use for other core asset classes such as International Equity, Small/Mid-Cap, and Fixed Income.

**ETF Models** follow the strategic asset allocation decisions of WCG by using both passive and active ETF strategies.



**The Income Model** utilizes independent research from Morningstar for individual stock selection. In addition, mutual funds and ETFs are used to complete the asset allocation for this portfolio. This model is designed for the investor seeking high income with the potential for growth.



**The Traditional Models** follow the strategic asset allocation decisions of WCG by using mutual funds and ETF's.

# High Impact Portfolios (HIP)



## E

### ENVIRONMENTAL

Carbon emissions  
Energy efficiency  
Water scarcity  
Waste management  
Pollution mitigation

## S

### SOCIAL

Diversity & workplace policies  
Labor standard  
Supply chain management  
Product safety  
Community impact

## G

### GOVERNANCE

Board diversity  
Executive compensation  
Political contributions  
Bribery & corruption  
Accounting & reporting



### HIP MODELS

Active and passive strategies including individual stocks, mutual funds, and ETFs are screened for social responsibility, corporate governance, and environmental factors.



### HIP ETF MODELS

Passive strategies using ETFs are screened for social responsibility, corporate governance, and environmental factors.

### THE WCG HIP SERIES:

A growing number of our investors seek to align their investments with their personal values. Our High Impact Portfolios (HIP) invest in companies and funds that are committed to sustainable business practices. There is a growing base of evidence that suggests companies that are environmentally sustainable, socially responsible, and have positive screens for corporate governance and diversity in executive leadership (ESG) outperform funds that do not share this focus.<sup>1</sup>

### Available Options: Tactical Overlay & Tax Conscious:



#### Tactical Overlay

WCG also offers a tactical overlay for Growth and Income, Growth and Aggressive Growth portfolios.

The goal of the tactical models is to participate during market uptrends but to manage severe declines during bear markets by moving partially or completely to cash in the equity portion of the portfolio.

The tactical models use technical analysis from Dorsey Wright, LPL research, and other resources to assist in the timing of raising or redeploying portfolio cash.



#### Tax Conscious

Individual client portfolio holdings can be customized to meet investment objectives of tax conscious investors.



# WCG Model Portfolios

Investors can choose portfolios based on their objectives and risk profile.



**CONSERVATIVE PORTFOLIO 20% EQUITY, 80% FIXED INCOME:**

Seeks income as primary objective with a focus on capital preservation. The conservative strategy is designed for clients with a shorter investment horizon and lower risk tolerance.



**INCOME & GROWTH PORTFOLIO 40% EQUITY, 60% FIXED INCOME:**

Seeks income as a primary objective with some long term capital appreciation. The strategy is designed for clients with a shorter investment horizon and lower risk tolerance.



**GROWTH & INCOME PORTFOLIO 60% EQUITY, 40% FIXED INCOME:**

Seeks to balance long term capital appreciation with current income. The growth & income strategy is designed for clients with a medium time frame and a moderate risk tolerance.



**GROWTH PORTFOLIO 80% EQUITY, 20% FIXED INCOME:**

Seeks long-term capital appreciation with income as a secondary objective. The growth strategy is designed for clients with a longer time horizon and higher/moderately aggressive risk tolerance.



**AGGRESSIVE GROWTH PORTFOLIO 100% EQUITY:**

Seeks long-term capital appreciation. The aggressive growth strategy is designed for clients with a longer investment time horizon and high/aggressive risk tolerance.

The Income Model has a target of 40% in equities and 60% of fixed income.

Allocation percentages represent targets and may not be exact reflection of actual client accounts. Individual client portfolio holdings can be customized to meet investment objectives of tax-conscious investors.

Target allocations:



Equity



Fixed Income & Cash



**[www.wealthcg.com](http://www.wealthcg.com)**

Many of the financial advisors at The Wealth Consulting Group are registered representatives with, and securities offered through, LPL Financial, Member FINRA/SIPC. Investment advice offered through WCG Wealth Advisors, LLC, (WCG) a registered Investment Advisor. Some financial advisors may also provide investment advice through LPL Financial, Member FINRA/SIPC. WCG Wealth Advisors, LLC, and The Wealth Consulting Group are separate entities from LPL Financial.

WCG employs (or contracts with) individuals who may be (1) registered representatives of LPL Financial and investment advisor representatives of WCG, or (2) solely investment advisor representatives of WCG, or (3) registered representatives of LPL Financial and investment advisor representatives of LPL Financial, Member FINRA/SIPC.

There is no assurance that the techniques and strategies discussed are suitable for all investors or will yield positive outcomes. Investing involves risks including possible loss of principal. No strategy assures success or protects against loss.

Investing in stock includes numerous specific risks including: the fluctuation of dividend, loss of principal, and potential liquidity of the investment in a falling market. The payment of dividends is not guaranteed.

An investment in ETFs involves risks such as not diversified, price volatility, competitive industry pressure, international political and economic developments, possible trading halts, and index tracking errors.

Bonds are subject to market and interest rate risk if sold prior to maturity. Bond values will decline as interest rates rise and bonds are subject to availability and change in price.

The return on ESG investments may vary versus if the investor made decisions based solely on investment considerations.

Fixed income investments are subject to market and interest rate risk if sold prior to maturity. Their values will decline as interest rates rise and they are subject to availability and change in price.

Value investments can perform differently from the market as a whole. They can remain undervalued by the market for long periods of time.

International investing involves special risks such as currently fluctuation and Political instability and may not be suitable for all investors.

Tactical allocation may involve more frequent buying and selling of assets and will tend to generate higher transaction cost. Investors should consider the tax consequences of moving positions more frequently.

The Wealth Consulting Group, WCG Wealth Advisors, and LPL Financial are not affiliated with Dorsey Wright or Morningstar.

Specific individualized tax advice not provided. We suggest that you discuss your specific tax issues with a qualified tax advisor.