## SYMMETRY ADVISORFEST 2024

## **Future-Proof Your Practice: 7 Ways to Leverage AI Today**

**Presented by:** 

Drew Cutting Digital Marketing Specialist Symmetry Partners Cole Connelly

Business Analyst Symmetry Partners William Chettle Head of Client Experience & Engagement Symmetry Partners

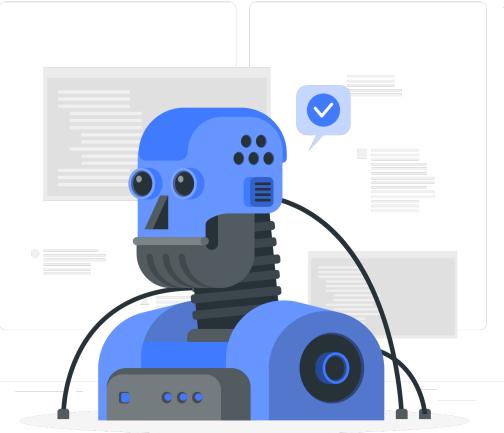
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# SYMMETRY PARTNERS OVERVIEW

- What is Al?
- $\circ$  Ways to Use Al
- $\circ$  Available AI Tools
- Risk and Security
- $\circ~$  Future Outlook for Al

## BY DEFINITION



#### What Is Artificial Intelligence (AI)?

- o The simulation of human intelligence
- Trained on a vast amount of text data on the web to understand, generate, and predict human language
  - Also known as a Large Language Model (LLM)
- o Various types of Al
  - Machine Learning (ML), Natural Language Processing (NLP), Robotics Process Automation (RPA)

## THE AI BOOM



### **RAPID ADVANCEMENTS**

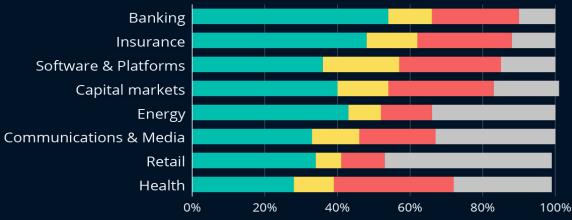


## WIDGE RANGE OF APPLICATIONS

#### In Which Industries Could AI Do Most of the Heavy Lifting?

Share of working hours in selected industries in the U.S. that could be automated/augmented by the use of Al



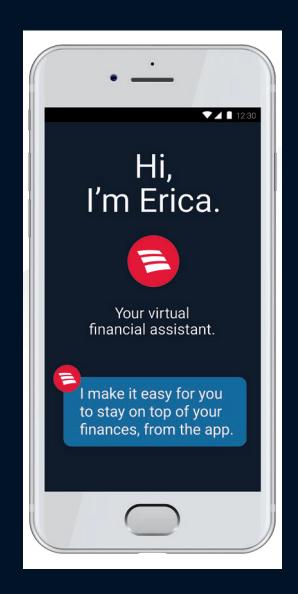


Tasks with high potential for automation can be transformed by AI with little human involvement, tasks with high potential for augmentation require more human involvement

Source: Accenture







## **OUR EVERYDAY LIFE**



## MEDIA HYPE

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AI Trained on Decades of Food Research Making Brand-New Foods An AI System Spontaneously Develops Baby-Like Ability to AI can learn realworld skills from

AI is now better at predicting mortality than human doctors

A new AI acquired humanlike 'number sense' on its own Here Comes the World's First AI-Generated Whisky



## A.I. is not going to take your job. The person who uses A.I. well might take your job.

- Netflix CEO Ted Sarandos, via NYTimes



# 1. CLIENT COMMUNICATIONS

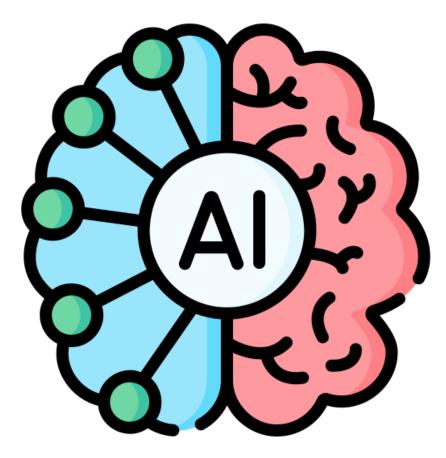
- **40%** Increase in Productivity (Persado) (Nasdaq)
- 30% Increase in Client

## Acquisition

(Quadra Wealth) (Investopedia)

• Enhanced Client Engagement

(Quadra Wealth) (Investopedia)



#### **PROMPT:**

"Write an email summarizing the latest market trends. Highlight key changes in the stock market."



#### **PROMPT:**

"I'm a financial advisor. Write an email to my clients summarizing the market trends of Q1 2024 and how these trends might affect their investments. Highlight key changes in the stock market, bond market, and any relevant economic indicators."

Sure, here's a draft for your email:

#### Subject: Q1 2024 Market Trends and Their Impact on Your Investments

Dear [Client's Name],

I hope this email finds you well. As we move into the second quarter of 2024, I wanted to take a moment to provide you with a summary of the key market trends from Q1 and discuss how these developments might affect your investments.

#### Stock Market:

The first quarter of 2024 saw significant volatility in the stock market. The S&P 500 experienced a modest gain of 3%, primarily driven by strong performances in the technology and healthcare sectors. However, ongoing geopolitical tensions and concerns about global economic growth led to heightened market fluctuations. It's essential to remain vigilant and diversified, as these factors may continue to influence stock prices in the coming months.

#### Bond Market:

The bond market had a mixed performance in Q1. Yields on long-term U.S. Treasury bonds rose slightly, reflecting investor optimism about future economic growth and potential inflation. However, shorter-term bonds saw a decline in yields due to the Federal Reserve's decision to maintain interest rates at current levels. For our bond investments, this means a continued focus on balancing duration and credit quality to navigate the evolving interest rate environment.

#### **PROMPT:**

"I'm a financial advisor. Write an email to my clients summarizing the market trends of Q1 2024 and how these trends might affect their investments. Highlight key changes in the stock market, bond market, and any relevant economic indicators."

- Double-Check the Work
   Tip: Ask the AI to provide sources
   for its data. Double-check the
   sources to validate the information.
   Ex. "Rewrite this but provide
   sources to the data"
- Add Personal Touches
   Tip: Reword the information in your own language

- Active Management: Stay informed about market developments and be prepared to make strategic adjustments as needed. We will continue to actively manage your portfolio to navigate the changing market landscape.
- **Risk Management:** Ensure that your investments align with your risk tolerance and financial objectives. We will review and adjust your portfolio as necessary to maintain an appropriate risk-reward balance.

As always, I am here to answer any questions or discuss any concerns you may have about your investments. Please do not hesitate to reach out to me.

Thank you for your continued trust and partnership.

Best regards,

[Your Name] [Your Title] [Your Contact Information]

#### Sources:

- 1. MarketWatch. "S&P 500 Performance in Q1 2024." MarketWatch
- 2. Bloomberg. "Long-term U.S. Treasury Yields Rise in Q1 2024." Bloomberg
- 3. Federal Reserve. "Federal Reserve Interest Rate Decisions." Federal Reserve
- 4. Bureau of Economic Analysis. "U.S. GDP Growth Rate Q1 2024." BEA
- 5. Bureau of Labor Statistics. "U.S. Unemployment Rate Q1 2024." BLS
- 6. Bureau of Labor Statistics. "U.S. Inflation Rate Q1 2024." BLS

Feel free to customize this email further to match your personal style and any specific insights you want to share with your clients.

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#### **AVAILABLE TOOLS**



# ANTHROP\C







(ChatGPT)

(Microsoft CoPilot)

# 2. CREATING PRESENTATIONS

## **PRESENTATION OUTLINES**

#### 🌀 🛛 🖟 Memory updated

#### Slide 1: Title Slide

#### Title: Preparing for a Secure Retirement

- Subtitle: Strategies for Pre-Retirees with Over \$1,000,000 in Investable Assets
- Your Name
- Your Contact Information
- Date

#### Slide 2: Introduction

Title: Why Planning for Retirement is Crucial

- Importance of strategic planning
- Unique considerations for high net worth individuals
- Objectives of this presentation

#### Slide 3: Assessing Your Financial Situation

Title: Understanding Your Current Financial Position

- Inventory of assets and liabilities
- Estimating future income needs
- Importance of a comprehensive financial plan

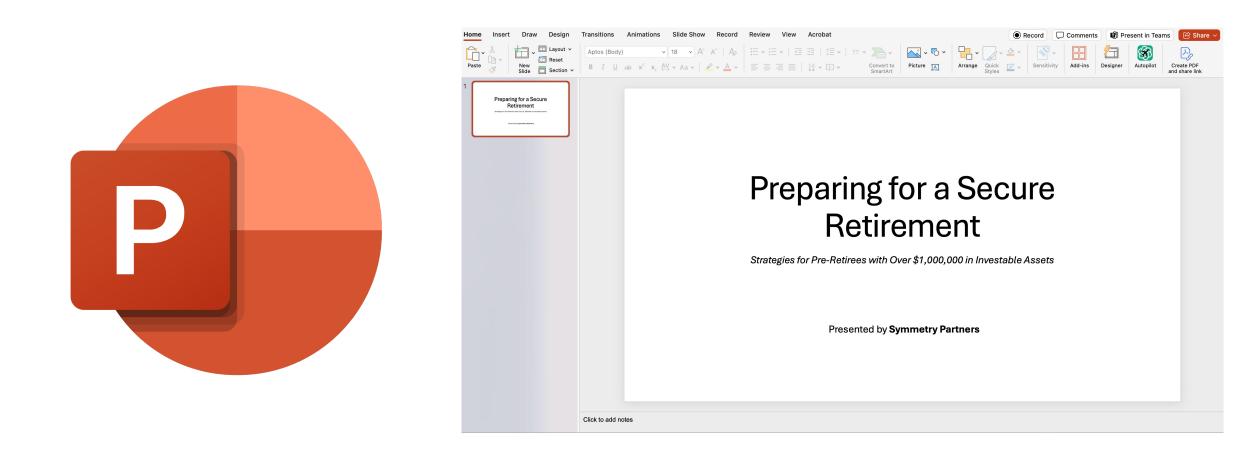
#### **PROMPT:**

"I'm a financial advisor. Create a 10-slide presentation for pre-retirees with over \$1,000,000 in investable assets summarizing how they should plan and invest for retirement."

## **DESIGNING PRESENTATIONS**



## **DESIGNING PRESENTATIONS**



## **DESIGNING PRESENTATIONS**



## **DESIGNING PRESENTATIONS**

#### Generate custom presentations, instantly

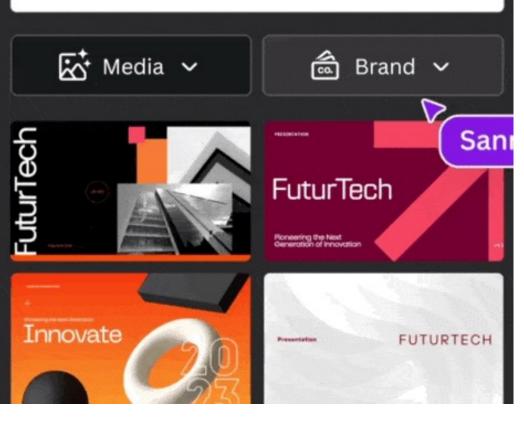
Get a head start on your slides and let Magic Presentation™ create a professional presentation, tailored to your content, in no time.

- Start by describing your presentation in a few words
- Watch as Magic Design lays out the perfect slides based on what you told it
- Writer's block? Pair with Magic Write™ to fill in your story

#### Try Magic Design

#### Magic Design

C Pitch presentation for an innovative tech company sales team



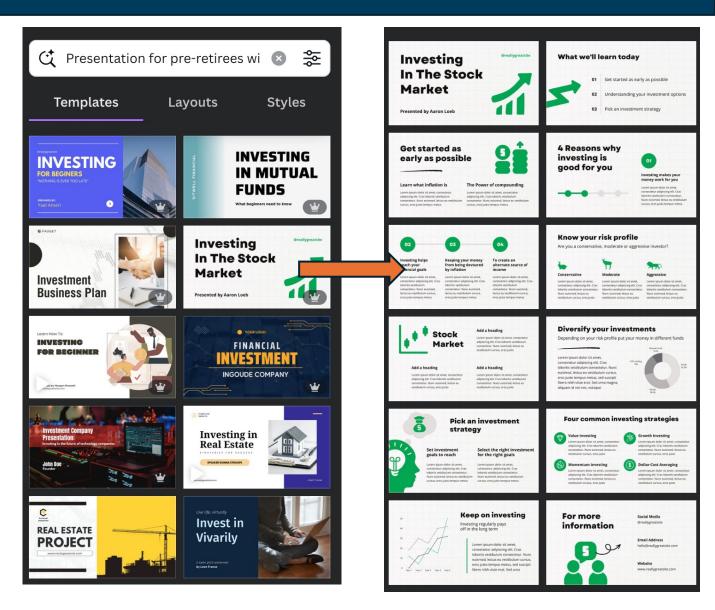


## **DESIGNING PRESENTATIONS**

#### Prompt:

Create a 10-slide presentation for preretirees with over \$1,000,000 in investable assets summarizing how they should plan and invest for retirement."

- Enter Your Prompt
- Select a Design
- Edit Slide Information
- Use Your Branding



## **DESIGNING PRESENTATIONS**

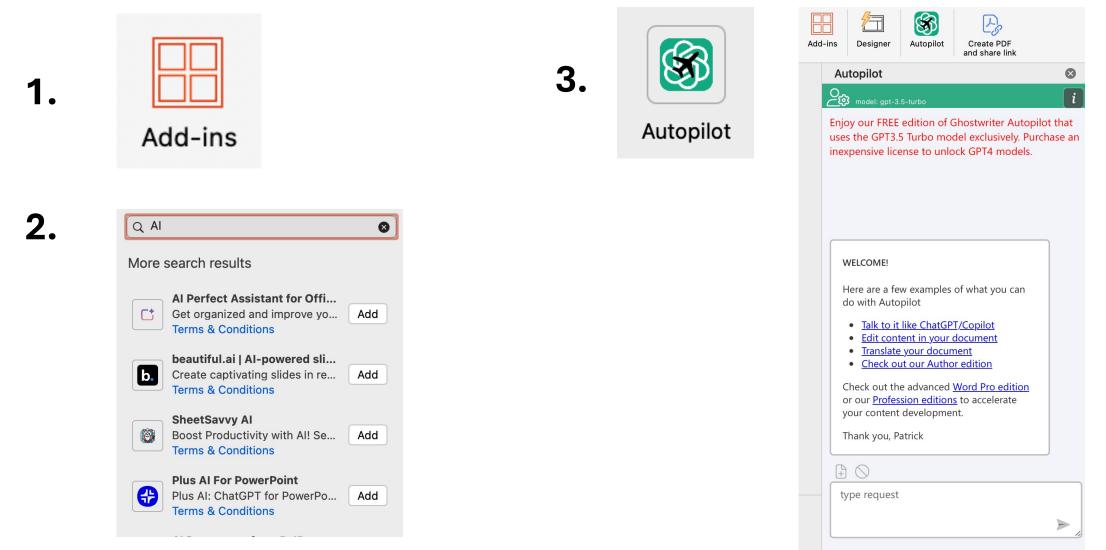
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## **DESIGNING PRESENTATIONS**



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62%		\$1,500		[type])
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8 9	CASH BALANCE	\$500		formula calculating present day value of my income?
	\$864	\$0	e Expenses	"
10	4001	= income		As an AI language model, I am not qualified to provide financial advice, but here
11				are some general suggestions that may assist in increasing
12			olumn chart contrasting	monthly income:
13		to	otal monthly income and otal monthly expenses is cells D3 through H11	Do you have any suggestions for increasing my monthly income?

## **DESIGNING PRESENTATIONS**



# **3. SOCIAL** MEDIA POSTS

## SOCIAL MEDIA

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#### **PROMPT:**

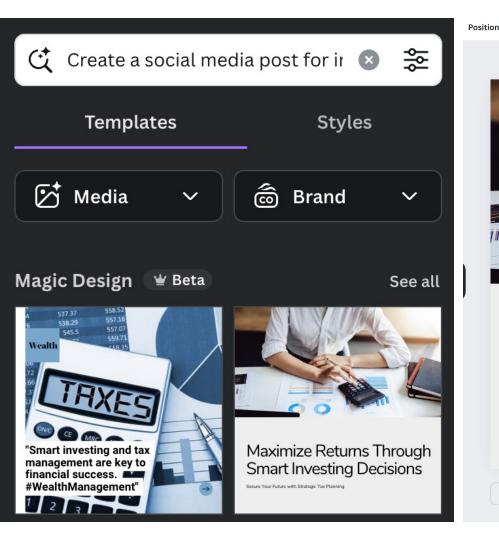
"I'm a financial advisor. Create a social media post for investors about the importance of tax management and investing" Bere's a social media post highlighting the importance of tax management in investing for your investor audience:

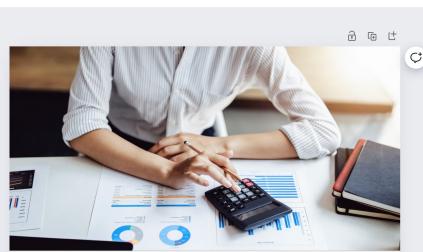
📕 📈 Maximize Your Returns: The Power of Tax Management in Investing! 📈

Investing wisely isn't just about choosing the right assets—it's also about managing your taxes effectively. Here's why tax management is crucial for investors:

- 1. **Keep More of Your Gains:** Minimizing taxes means more of your investment returns stay in your pocket.
- 2. **Strategic Asset Allocation:** Different investments are taxed differently. Align your portfolio to optimize tax outcomes.
- 3. Leverage Tax-Advantaged Accounts: Use IRAs, 401(k)s, and other taxadvantaged accounts to defer or even eliminate taxes on growth.
- 4. **Smart Timing:** Timing your trades and distributions can significantly impact your tax bill.
- Ready to optimize your investment strategy? Start with a tax-efficient approach today!

"Create a social media post for investors about the importance of tax management and investing"





#### Maximize Returns Through Smart Investing Decisions

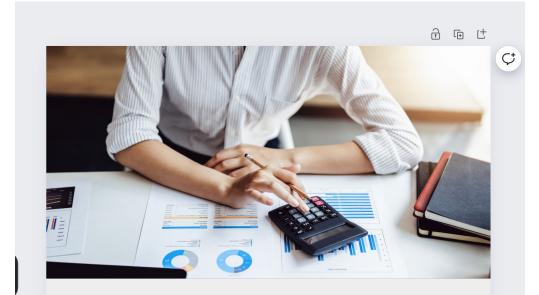
Secure Your Future with Strategic Tax Planning

+ Add page



#### **SOCIAL MEDIA**

Position



#### Maximize Returns Through Smart Investing Decisions

Secure Your Future with Strategic Tax Planning

+ Add page

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#### **SOCIAL MEDIA**

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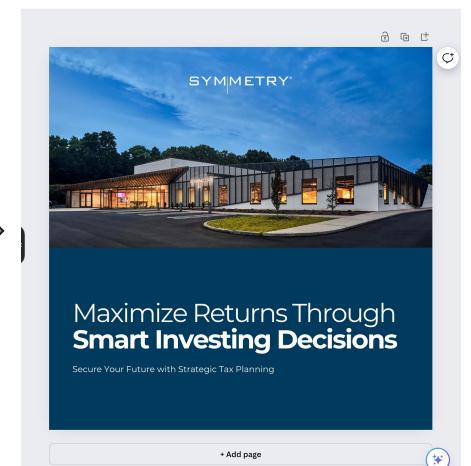
#### Maximize Returns Through Smart Investing Decisions

Secure Your Future with Strategic Tax Planning

+ Add page

\*

Position



#### **SOCIAL MEDIA**

#### Symmetry Partners, LLC 🕞 Advisor Services Symmetry Partners, LLC

in

Co Symmetry Marketing Group + 1 more

#### Create your posts

Draft **f** 

#### @mentions in the draft will only be applied to posts in the first network selected: Facebook

To add @mentions to other network posts, go to the individual tabs and add them there.

🔢 📈 Maximize Your Returns: The Power of Tax Management in Investing! 📈 🔢

Investing wisely isn't just about choosing the right assets—it's also about managing your taxes effectively. Here's why tax management is crucial for investors:

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Smart Timing: Timing your trades and distributions can significantly impact your tax bill.

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#### Add media 🚯



Publishing options

Publish now
Schedule for later



🔢 📈 Maximize Your Returns: The Power of Tax Management in Investing! 📈 🇱

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Investing wisely isn't just about choosing the right assets—it's also about managing your taxes effectively. Here's why tax management is crucial for investors:

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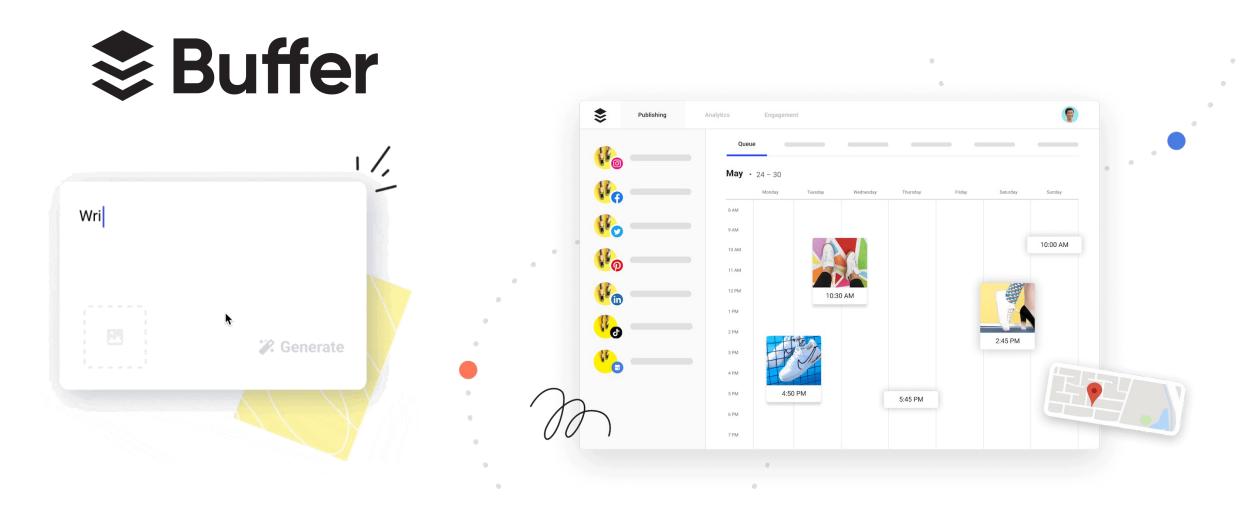
Smart Timing: Timing your trades and distributions can significantly impact your tax bill.

 ${\mathbb Q}_{{\mathsf c}}$  Ready to optimize your investment strategy? Start with a tax-efficient approach today!



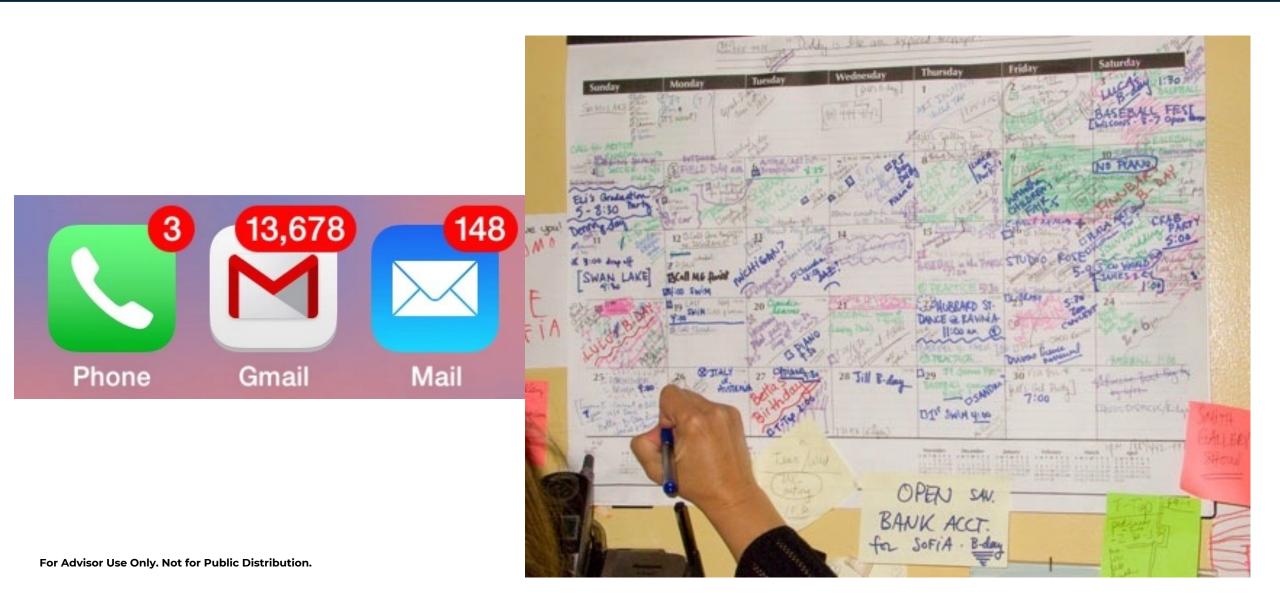


### **SOCIAL MEDIA**

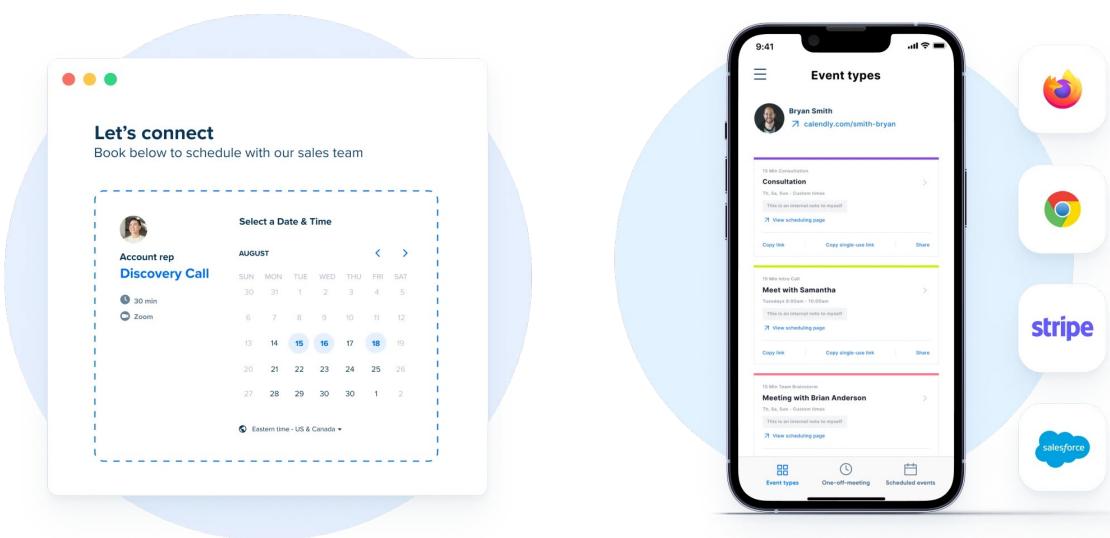


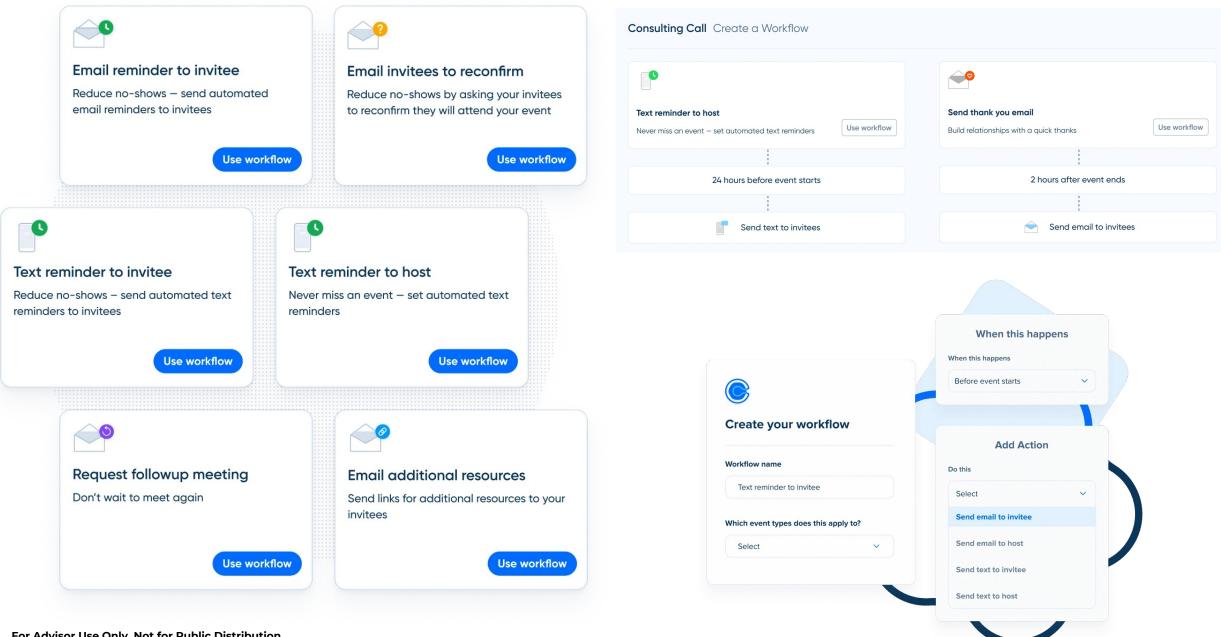
# 4. SCHEDULING AUTOMATION

## **SCHEDULING AUTOMATION**



## **SCHEDULING AUTOMATION**





## **SCHEDULING AUTOMATION**

- **20%** Increase in Efficiency (*Capgemini*) (*ExpertBox*)
- 25% Improved Client Engagement (Calendly)
- **50%** Reduction in No-Shows (*Calendly*) (*EngageBay*)
- Improved Work-Life Balance (ExpertBox)

Statistics based on Financial Advisors who use workflow automation tools versus those who do not







SYMMETRY PARTNERS

# 5. SUMMARIZE & STREAMLINE

## **SUMMARIZE & STREAMLINE**

### WHAT CAN I DO?

- Upload documents to get quick summaries, reports, and analyses
- WHAT TYPES: Text files, PDFs, spreadsheets, presentations, research papers, websites
- **NOTE**: Think about privacy. Any file you upload is held by the AI tools unless otherwise stated. Only share non-sensitive information.



## **SUMMARIZE & STREAMLINE**

Income State         For the Years Ending [Dec 31, 2020 and De         Revenue       2020         Sales revenue       110,000         (Less sales returns and allowances)       Service revenue         Service revenue       70,000         Interest revenue       70,000         Other revenue       180,000         Expenses       1         Advertising       1,000         Bad debt       0         Cost of goods sold       65,000         Depreciation       1         Employee benefits       1         Furniture and equipment       1         Insurance       1         Interest expense       4,200         Maintenance and repairs       0         Office supplies       1         Payroll taxes       1         Rent       1         Research and development       55,000         Software       1         Travel       1         Utilities       3         Web hosting and domains       142,660         Net Income Before Taxes       37,340         Income from Continuing Operations       22,404	E	D	B C
For the Years Ending [Dec 31, 2020 and De         Revenue       110,000         (Less sales returns and allowances)       70,000         Service revenue       70,000         Interest revenue       70,000         Other revenue       70,000         States revenue       70,000         Interest revenue       70,000         Other revenue       70,000         Fortal Revenues       180,000         Expenses       1,000         Bad debt       65,000         Commissions       65,000         Depreciation       1         Employee benefits       1         Fumiture and equipment       1         Insurance       4,200         Maintenance and repairs       0         Office supplies       9         Payroll taxes       55,000         Software       17,460         Total Expenses       142,660         Net Income Before Taxes       37,340         Income from Continuing Operations       22,404	ement	Income State	[Company Name]
Revenue     2020       Sales revenue     110,000       (Less sales retums and allowances)     70,000       Service revenue     70,000       Interest revenue     70,000       Other revenue     180,000       Expenses     180,000       Expenses     65,000       Cost of goods sold     65,000       Depreciation     65,000       Depreciation     1       Insurance     1       Interest expense     4,200       Maintenance and repairs     0       Office supplies     55,000       Payroll taxes     55,000       Software     1       Travel     1       Utilities     1       Web hosting and domains     0       Other     17,460       Total Expenses     142,660       Net Income Before Taxes     37,340       Income from Continuing Operations     22,404			
Sales revenue       110,000         (Less sales returns and allowances)       70,000         Service revenue       70,000         Interest revenue       70,000         Other revenue       70,000         Fotal Revenues       180,000         Expenses       180,000         Advertising       1,000         Bad debt       1000         Commissions       65,000         Depreciation       65,000         Depreciation       1000         Employee benefits       1000         Furniture and equipment       110,000         Insurance       110,000         Interest expense       4,200         Maintenance and repairs       0         Office supplies       94701         Payroll taxes       1000         Rent       1000         Research and development       55,000         Software       1000         Travel       1000         Utilities       110,000         Web hosting and domains       17,460         Other       17,460         Total Expenses       142,966         Income from Continuing Operations       22,404         Below-the-Line Items <th>001, 2010</th> <th></th> <th></th>	001, 2010		
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Interest expense     4,200       Maintenance and repairs     0       Office supplies     -       Payroll taxes     -       Rent     -       Research and development     -       Salaries and wages     55,000       Software     -       Travel     -       Utilities     -       Web hosting and domains     -       Other     17,460       Total Expenses     142,660       Net Income Before Taxes     37,340       Income from Continuing Operations     22,404	8,000		
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let Income 22,404	14,880	22,404	let Income

#### **PROMPT:**

"What is the difference in revenue from 2019 to 2020?"

#### : 등 Sources

Income Statement Template

#### 常 Answer

Based on the income statement provided, I can calculate the difference in revenue from 2019 to 2020.

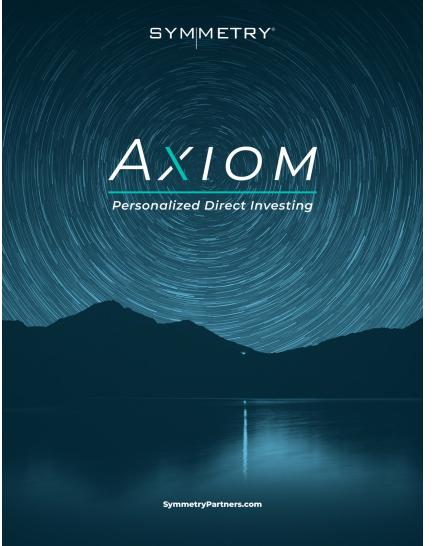
In 2019, the total revenue was \$157,000. In 2020, the total revenue was \$180,000.

The difference in revenue from 2019 to 2020 is:

\$180,000 - \$157,000 = \$23,000

Therefore, the revenue increased by \$23,000 from 2019 to 2020 1.

## **SUMMARIZE & STREAMLINE**



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#### **PROMPT:**

"What are some key takeaways from this brochure?"

#### 常 Answer

Based on the information provided in the search results, here are some key highlights from the Symmetry Partners' Axiom brochure:

- 1. Personalized Direct Investing: Axiom offers a flexible, personalized investing process designed to create tailored portfolios for individual investors 1.
- 2. Evidence-Based Approach: Symmetry Axiom uses a scientific approach to investing, grounded in data, academic research, and financial science 1.
- 3. Three Main Solution Types:
  - Separately Managed Accounts (SMAs)
  - Direct Indices (U.S., International, Global, and Specialized)
  - Full Flexibility options (blending SMAs, Indices, and other investments) 1
- Factor-Based Investing: Axiom solutions, particularly the SMAs, are tilted towards factors of return identified through academic research, such as value, size, profitability, and momentum 1.
- 5. Tax Management: The platform offers various tax-smart strategies, including taxloss harvesting, managing tax lots, and focusing on longer holding periods to optimize after-tax returns 1.
- 6. Values-Based Investing: Axiom allows for the inclusion or exclusion of specific securities based on Environmental, Social, and Governance (ESG) criteria or other investor preferences 1.
- Customization: The platform offers extensive personalization options, allowing investors to align their portfolios with their unique goals, values, and tax requirements 1.

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## 6. EVENT PLANNING

## WHAT CAN I DO?

- Idea Generation
- Optimization
- Personalization



#### **PROMPT:**

"I'm a financial advisor. I want to hold an event for my clients. What kind of events should I do?"

#### 龄 Answer

Based on the search results, here are some creative event theme ideas for financial advisors to consider:

- Wine Tasting Event: Host a wine tasting event where clients can sample different wines while networking in a relaxed atmosphere 1 2.
- Educational Workshops: Organize workshops on topics like estate planning, tax strategies, or retirement planning to provide value to clients 1 4.
- Client Appreciation Dinners: Host intimate dinners to connect with clients on a personal level without discussing business

#### FOLLOW-UP PROMPT:

"I want to do an educational workshop on tax strategies for my clients. Create a plan for this event.

#### Event Details

Format: Interactive workshop with presentation and Q&A session Duration: 2 hours Venue: Local conference center or upscale hotel meeting

room **Date/Time:** Weekday evening, 6:00 PM - 8:00 PM

#### Content Outline

- 1. Introduction (10 minutes)
  - Welcome and brief overview of the importance of tax planning
- 2. Current Tax Landscape (20 minutes)
  - Overview of recent tax law changes
  - Potential future changes and their implications
- 3. Key Tax Strategies (50 minutes)
  - Income tax optimization
  - Investment tax strategies
  - Retirement account tax planning
  - Estate and gift tax considerations
- 4. Case Studies (20 minutes)
  - Real-world examples of successful tax planning
- 5. Q&A Session (15 minutes)
- 6. Conclusion and Next Steps (5 minutes)

#### **Promotional Plan**

- 1. Email invitations to existing clients
- 2. Social media announcements (LinkedIn, Facebook)
- 3. Partner with local businesses for cross-promotion
- 4. Personalized phone calls to high-value prospects

#### Materials and Resources

- Professional presentation slides
- Handouts summarizing key points
- Business cards and brochures
- Refreshments (light hors d'oeuvres and beverages)

#### Follow-up Strategy

- Thank you emails to attendees
- Offer complimentary tax strategy consultations
- Share additional resources via email
- Schedule follow-up calls with interested prospects

#### Success Metrics

- Number of attendees
- Engagement during Q&A
- Post-event survey results
- Number of follow-up consultations scheduled

### **KEY POINTS:**

- Provided an outline for the workshop
- Offered a promotional plan
- Suggested materials and resources
- Follow-up strategy
- Metrics to track

#### **Event Details**

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## 7. MARKETING CAMPAIGNS

## **MARKETING CAMPAIGNS**

#### **PROMPT:**

"I'm a financial advisor. Create a marketing campaign targeted to prospective clients with at least \$1,000,000 in investable assets."

#### Memory updated

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Marketing Campaign Plan for High-Net-Worth Individuals

#### 1. Campaign Objective:

To attract and convert high-net-worth individuals (HNWIs) with at least \$1,000,000 in investable assets by showcasing the unique value and benefits of your financial advisory services.

#### 2. Target Audience:

- High-net-worth individuals aged 40-70.
- Executives, business owners, and professionals nearing retirement.

#### 3. Key Messages:

- Personalized Wealth Management: Tailored financial strategies to meet individual needs and goals.
- Comprehensive Retirement Planning: Ensure a secure and comfortable retirement.
- Tax Optimization Strategies: Maximize after-tax returns and minimize tax liabilities.
- Risk Management: Protect wealth with customized insurance and risk management solutions.
- Estate Planning: Preserve wealth for future generations with expert estate planning services.
- Proven Track Record: Highlight success stories and client testimonials.
- 4. Marketing Channels:
- Website:
  - Landing Page: Create a dedicated landing page focusing on HNWIs, showcasing your services, success stories, and client testimonials.
  - Content Marketing: Publish articles, whitepapers, and case studies on wealth
    management and retirement planning.
- Email Marketing:
  - Segmentation: Create targeted email lists for HNWIs.
  - Personalized Emails: Send tailored emails highlighting services, success stories, and exclusive offers.

## MARKETING CAMPAIGNS

## **KEY POINTS:**

- Provided Suggested Target Audience
- Offered Key Messaging Strategies
- Suggested Marketing Channels

   Websites, Email, Social Media, Events, etc.
- Developed a Campaign Timeline
- Suggested Metric to Track
  - Website Traffic, Lead Generation, Conversion Rates, Event Attendance, etc.

#### Memory updated

Marketing Campaign Plan for High-Net-Worth Individuals

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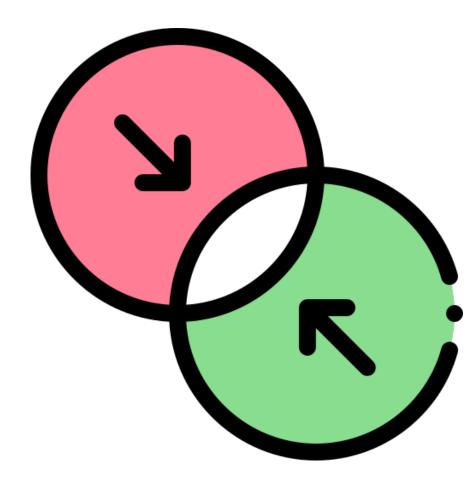
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## MARKETING CAMPAIGNS



## **COMBINING TECHNOLOGIES**

- Using a CRM for emails and newsletters
   HubSpot, MailChimp, etc.
- Using a social media automation tool
   Buffer, HubSpot, etc.
- Designing your marketing materials
   Canva, PowerPoint, etc.



## Understanding the Risks

## Being Careful When Using AI



**1. Accuracy and Misinterpretations** 



- **1. Accuracy and Misinterpretations**
- 2. Data Quality and Integrity



- **1. Accuracy and Misinterpretations**
- 2. Data Quality and Integrity
- **3. Compliance Issues**



- **1. Accuracy and Misinterpretations**
- 2. Data Quality and Integrity
- 3. Compliance Issues
- 4. Cybersecurity & Data Privacy



- **1. Accuracy and Misinterpretations**
- 2. Data Quality and Integrity
- **3. Compliance Issues**
- 4. Cybersecurity & Data Privacy
- 5. Overreliance & Loss of Personal Touch



## Wrapping Things Up

# A good human plus a machine is the **best combination**.

- Garry Kasparov, World Chess Campion



#### **Important Information Symmetry Partners, LLC**

Symmetry Partners, LLC is an investment advisory firm registered with the Securities and Exchange Commission. The firm only transacts business in states where it is properly registered or exempted or excluded from registration requirements. Registration with the US SEC or any state securities authority does not imply a certain level of skill or training. Symmetry charges an investment management fee for its services. All Symmetry fees can be found in the Symmetry ADV Part2A located on the website at www.symmetrypartners.com. Past Performance does not guarantee future results. All data is from sources believed to be reliable but cannot be guaranteed or warranted. Different types of investments involve varying degrees of risk, and there can be no assurance that the future performance of any specific investment, investment strategy, or product, or any non-investment related content, referred to directly or indirectly in this material will be profitable, or prove successful. As with any investment strategy, there is the possibility of profitability as well as loss. Any chart that is presented in this presentation is for informational purposes only and should not be considered an all-inclusive formula for security selection.

Diversification seeks to reduce volatility by spreading your investment dollars into various asset classes to add balance to your portfolio. Using this methodology, however, does not guarantee a profit or protection from loss in a declining market. Rebalancing assets can have tax consequences. If you sell assets in a taxable account you may have to pay tax on any gain resulting from the sale. Please consult your tax advisor.

Symmetry Partners' investment approach seeks enhanced returns by overweighting assets that exhibit characteristics that tend to be in accordance with one or more "factors" identified in academic research as historically associated with higher returns. Please be advised that adding these factors may not ensure increased return over a market weighted investment and may lead to underperformance relative to the benchmark over the investor's time horizon. The factors Symmetry seeks to capture may change over time at its discretion. Currently, the major factors in equity markets used by Symmetry and some associated academic research are: the market risk premium (Sharpe, William F. "Capital Asset Prices: A Theory of Market Equilibrium under Conditions of Risk." The Journal of Financial Economics, 30, (1993), 425-442.), value (Fama, Eugene and Ken French. "Common risk factors in the returns on stocks and bonds." Journal of Financial Economics, 30, (1993), 3-56.), small (Banz, Rolf W. "The Relationship Between Return and Market Value of Common Stocks." Journal of Financial Economics, 9 (1981), 3-18.), profitability (Novy-Marx, Robert. "The Other Side of Value: The Gross Profitability Premium." Journal of Financial Economics, 108(1), (2013), 1-28. ), quality (Asness, Clifford S.; Andrea Frazzini; and Lasse H. Pedersen. "Quality Minus Junk." Working Paper.), momentum (Jegadeesh, Narasimhan and Sheridan Titman. "Returns to Buying Winners and Selling Losers: Implications for Stock Market Efficiency." The Journal of Finance, Vol. 48, No. 1, (March 1993), 65-91), and minimum volatility (Ang, Andrew, Robert J. Hodrick, Yuhang Xing and Xiaoyan Zhang. "The Cross-Section of Volatility and Expected Returns:" The Journal of Finance, Vol. 61, No. 1 (Feb. 2006), pp. 259-299.) On the bond side, Symmetry primarily seeks to capture maturity and credit risk premiums (Ilmanen, Antti. Expected Returns: An Investor's Guide to Harvesting Market Rewards. WileyFinance, 2011, p157-158 and 183-185.).

Higher potential return generally involves greater risk, short term volatility is not uncommon when investing in various types of funds including but not limited to: sector, emerging markets, small and mid-cap funds. International investing involves special risks such as currency fluctuation, lower liquidity, political and economic uncertainties, and differences in accounting standards. Risks of foreign investing are generally intensified for investments in emerging markets. Risks for emerging markets include risks relating to the relatively smaller size and lesser liquidity of these markets, high inflation rates and adverse political developments. Risks for investing in international equity include foreign currency risk, as well as, fluctuation due to economic or political actions of foreign governments and/or less regulated or liquid markets. Risks for smaller companies include business risks, significant stock price fluctuation and illiquidity. Investing in real estate entails certain risks, including changes in: the economy, supply and demand, laws, tenant turnover, interest rates (including periods of high interest rates), availability of price fluctuation and loss of principal income than U.S. government securities, such as U.S. Treasury bond and bills. Treasuries and government securities are guaranteed by the government for repayment of principal and interest if held to maturity. Investors should carefully assess the risks associated with an investment in the fund.

Market Events Risk. Financial markets are subject to periods of high volatility, depressed valuations, decreased liquidity and heightened uncertainty, such as what was experienced during the financial crisis that occurred in and around 2008 and more recently in connection with the coronavirus disease 2019 (COVID-19) pandemic. Market conditions such as this are an inevitable part of investing in capital markets and may continue, recur, worsen or spread. Markets may be volatile and values of individual securities and other investments may decline significantly in response to adverse issuer, political, regulatory, market, economic, public health, or other developments that may cause broad changes in market value, public perceptions concerning these developments, and adverse investor sentiment or publicity. Changes in the financial condition of a single issuer may impact a market as a whole. Changes in value may be temporary or may last for extended periods. Geopolitical risks, including terrorism, tensions or open conflict between nations, or political or economic dysfunction within some nations that are major players on the world stage or major producers of oil, may lead to overall instability in world economies and markets generally and have led, and may in the future lead, to increased market volatility in both the short- and long-term. Governments and central banks may take steps to support financial markets, including by keeping interest rates at historically low levels. This and other governmental intervention may not work as intended, particularly if the efforts are perceived by investors as being unlikely to achieve the desired results. Governments and central banks also may reduce market support activities. Such reduction, including interest rate increases, could negatively affect financial markets generally, increase market volatility and reduce the value and liquidity of securities in which the Fund invests. Governmental policy and legislative changes also may contribute to decreased liquidity and incre

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#### **Important Information Symmetry Partners, LLC**

Long/short investment strategies utilize short selling, which involves selling a security not owned in anticipation that the security's price will decline. This strategy could result in losses if the value of the securities held long decrease and the value of the securities sold short increase.

Investing in commodities is often through futures trading, where the risk of loss in these contracts can be substantial. You and your advisor should carefully consider whether such trading is suitable depending on your financial situation.

Investments in commodities may have greater volatility than investments in traditional securities, particularly if the instruments involve leverage. The value of commodity-linked derivative instruments may be affected by charges in overall market movements, commodity index volatility, changes in interest rates, or factors affecting a particular industry or commodity, such as drought, floods, weather, livestock disease, embargoes, tariffs and international economic, political and regulatory developments. Use of leveraged commodity-linked derivatives creates the possibility for greater loss.

Derivatives may be riskier than other types of investments because they may be more sensitive to changes in economic or market conditions than other types of investments and could result in losses that significantly exceed the original investment. The use of derivatives may not be successful, resulting in the investment losses, and the cost of such strategies may reduce investment returns.

DIFFERENT TYPES OF INVESTMENTS AND/OR INVESTMENT STRATEGIES INVOLVE VARYING LEVELS OF RISK, AND THERE CAN BE NO ASSURANCE THAT ANY SPECIFIC INVESTMENT OR INVESTMENT STRATEGY WILL BE EITHER SUITABLE OR PROFITABLE FOR YOUR PORTFOLIO. Allocation models are not intended to represent investment advice that is appropriate for all investors. Each investor must take into account his/her financial resources, investment goals, risk tolerance, investing time horizon, tax situation and other relevant factors to determine if such portfolio is suitable. Model composition is subject to change. You and your advisor should carefully consider your suitability depending on your financial situation. As with any investment there may be tax consequences. The holdings comprising the strategies and the allocations to those holdings have changed over time and may change in the future. Symmetry tax-managed portfolios are designed with the goal of increasing the portfolio's overall tax efficiency. Changes to portfolio holdings which comprise the portfolio may have tax consequences. If you sell assets in a taxable account, you may have to pay tax on any gain. While Symmetry seeks to mitigate tax exposure when possible, it is likely that investors will incur a taxable event while being invested in the portfolio.