

## One choice may be all you need in retirement **HCM All Weather Retirement Program**

*Retirement is a goal full of excitement and anticipation, and fear — the fear that our money may run out before our time does. The volatility of the financial markets over the last ten years hasn't helped calm those fears. The HCM All Weather Retirement Program seeks consistent long term growth averaging 8% annually with a maximum drawdown of 5% or less, and to reduce the impact of market volatility on retirement accounts.*



Howard Capital Management's HCM All Weather Retirement Program is designed for retirees and near retirees who need income plus a little bit of growth, but most of all, don't want to see their savings disappear with the next market downturn.

How does the HCM All Weather Retirement Program strive to avoid the impact of down markets? It's simple. When the financial markets turn stormy, the HCM All Weather Retirement Program heads for safety. Sometimes that means cash or bond funds, other times it may mean a move to markets or sectors our indicators tell us are experiencing calmer weather and opportunities for growth. While there can be no assurance that the Program will succeed, the HCM All Weather Retirement Program is designed to create gains regardless of market direction through the use of active management with allocations to commodities as well as to traditional equities, bonds and mutual funds. The Program also offers daily liquidity.

- ◆ **The All Weather Retirement Program** doesn't need to be fully invested at all times to meet our goal - consistent long-term growth averaging 8% annually with a maximum drawdown of 5% or less. Any time you can reduce losses, you increase the compounding power of your funds when markets recover. If your portfolio suffers a 25% loss, you will need to gain at least 33% to recover. Limit the loss and your account recovers faster and turns further gains into growth.

If the <b>DECLINE</b> is	It takes the following <b>GAIN</b> to break even
-10%	+11%
-20%	+25%
-30%	+43%
-50%	+100%
-75%	+300%
-90%	+900%

- ◆ **The HCM-BuyLine®** is a proprietary indicator which tells the HCM All Weather Retirement Program managers when to be in the equity markets and when not to be. The HCM-BuyLine® is a reactive indicator, not proactive. Signals will lag market tops and bottoms. As a result, there will be losses, but the objective of the indicator is to limit drawdowns to 5% or less when markets reverse directions.
- ◆ **Continuous monitoring** assures that positions are not underperforming other possible alternatives. When better profit opportunities are identified, capital is re-deployed.
- ◆ **In every decision**, the goal is to remove emotions from the process and execute the HCM All Weather Retirement Program methodology objectively and mechanically. We want a statistical advantage over the market.



Does the active management approach of the HCM All Weather Retirement Program make a difference? At Howard Capital Management, we believe the answer is "Absolutely!" Investing without a means of limiting risk or without continually monitoring a portfolio for better opportunities, we maintain, is a recipe for disaster. The lack of a risk management tool to tell investors when to retreat to safety is why so many retirement portfolios were decimated and have yet to recover from the bear markets of 2000-2002 and 2007-2008.

Naturally, there can be no guarantee that the HCM All Weather Retirement Program will succeed at its objectives. All investing carries the risk of loss as well as gain, but we invite you to learn more about our methodology and why the HCM All Weather Retirement Program may be the only choice you need. Please read the disclosure on page 2.



## Program: HCM All Weather Retirement Program

**Suitability:** For investors nearing or in retirement who are concerned with the preservation of their capital

**Strategy:** The HCM All Weather Retirement Program is a conservative income and growth investment approach that utilizes the HCM-BuyLine® to detect periods of greater risk in the financial markets, when assets might best be positioned in cash and/or short-term bonds or bond funds to protect capital. The annual management fee for the program is 2.5% of the account value.

**Howard Capital Management, Inc.** (HCM) is a Registered Investment Advisor, specializing in professional money management. We actively manage portfolios and trade accounts for private clients, brokers, broker dealers, and hedge funds. While we are a results-oriented firm, our primary mission is asset protection. For this reason, we developed our proprietary indicator, the HCM-BuyLine®, which is designed to help keep our clients on the right side of the market and forms the cornerstone of how we conduct business. We invite you to visit our website at [www.howardcm.com](http://www.howardcm.com) to learn more about our trading methods. You may wish to sign up for the *Wealth Watch* to gain more insight. Please do not hesitate to contact us for more information. We look forward to assisting you with your investment portfolio.

*Please work with your financial advisor to determine if the HCM All Weather Retirement Program is consistent with your financial objectives and risk tolerance.*

**Disclosure:** The HCM All Weather Retirement Program is an actively managed program and as such has an above-average turnover rate in volatile markets, which could have a negative impact upon the net after-tax gain experienced by an individual client in a taxable account. No current or prospective client should assume that the future performance of any specific investment or investment strategy (including the investments and/or investment strategies recommended by the advisor), will be profitable or equal to past performance levels. The actual performance of an individual client's portfolio may be lower or higher than the performance of the HCM portfolio strategy due to differences in timing of contributions and withdrawals, account start date and actual fees paid.

Economic factors, market conditions, and investment strategies will affect the performance of any portfolio and there are no assurances that it will match or outperform any particular benchmark for measuring the performance of a portfolio.

The Standard & Poor's 500 Total Return Index (S&P500 TR) is a capitalization-weighted index of 500 stocks with dividends reinvested. The index is designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. Indexes are unmanaged investment measures and are not available for investment purposes. Historical performance results for investment indexes and/or categories generally do not reflect the deduction of transaction and/or custodial charges or the deduction of an investment-management fee, the incurrence of which would have the effect of decreasing historical performance results.

**Investment Risks:** All investments carry risk. The HCM All Weather Retirement Program returns will fluctuate and are subject to market volatility, so that an investor's shares when redeemed may be worth more or less than their original costs. The HCM-BuyLine® is a trend following indicator and as such will not catch the first 5-10% of a market move. There can be no assurance that the HCM-BuyLine® indicator will protect a portfolio from loss of capital.

Mutual Funds involve risk, including possible loss of principal. Exchange Traded Funds are subject to risks similar to those of stocks. An investor should carefully consider investment objectives, risks, charges and expenses before investing in an Exchange Traded Fund. This information and more complete information, including potential risks, is included in each Exchange Traded Fund prospectus, which can be obtained from your financial professional. Read the prospectus carefully before investing.

Investing in the commodities markets through commodity-linked funds will subject the Program to potentially greater volatility than traditional securities. Derivative instruments involve risks different from, or possibly greater than, the risks associated with investing directly in securities and other traditional investments. International investments could subject the Program to greater risks including currency fluctuation, economic conditions, and different governmental and accounting standards. Emerging markets involve heightened risks related to the same factors as well as increased volatility and lower trading volume. Investments in underlying funds that own small and mid-capitalization companies may be more vulnerable than larger, more established organizations. In general, the bond market is volatile, bond prices rise when interest rates fall and vice versa, an effect that is usually pronounced for longer-term securities. Any fixed income security sold or redeemed prior to maturity may be subject to a substantial gain or loss. The cost of investing in the Program will be higher than the cost of investing directly in underlying funds and may be higher than other mutual funds that invest directly in stocks and bonds.

Investors should carefully consider the investment objectives, risks, charges and expenses of the HCM All Weather Retirement Program before investing.

### ***Past performance is no guarantee of future results.***

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