HOWARD
CAPITAL MANAGEMENT, INC.

Professional Money Management

Results Matter

Choose to invest with care and confidence

About Howard Capital Management

Howard Capital Management, Inc. is an active money management firm. We strive to be the best in the business at what we do. Our ultimate goal is to help you succeed by assisting you with the growth of your investments. As a fee-only investment advisor, our priorities are aligned with yours - to grow the value of your portfolio. To help us achieve this goal, we participate in extensive investment analysis and tactical trading methods. Our mission is to build long-term client relationships based on trust, integrity and high expectations.

Solid Track Record

Howard Capital Management, Inc. has been in business for over 10 years, during which we have gained experience with many different types of market environments. Our objective is to achieve favorable long-term results for our clients. Therefore, our strategy revolves around striving to avoid devastating losses. To help us with our strategic decision making process, we developed our proprietary HCM-BuyLine®, a systematic market signal which forms the centerpiece of our active money management process.

What is Active Money Management?

We do not believe in buy and hold, nor do we favor asset allocation. At Howard Capital Management, Inc., our active money management methodology uses a combination of both strategic and tactical approaches. First we use the HCM-BuyLine® to make the strategic decision whether or not to be in the stock market. Once we are in the stock market, we use our Proactive Sector Rotation (PSR) methodology on each program that we offer to allocate our clients' capital to those areas we believe have the most potential. We monitor the market constantly and adjust our models based on the signals our systems give us. We offer various mixes of these programs for clients depending on expectations and risk tolerance.

"The market does not think or feel. It is what it is, which is why our Modus Operandi is Active Money Management."

— Vance Howard,
Creator of the HCM-BuyLine®

Investing with Howard Capital Management

The mathematics of new highs and new lows are the foundation of our investing rules. We do not base our decisions on fear or the current "news of the day". Our approach intends to minimize the risks associated with market unpredictability through an established process of applying our non-emotional indicator, the HCM-BuyLine® and engaging our Proactive Sector Rotation method.

HCM Strategy: Apply the HCM-BuyLine®

HCM Tactics: Engage Proactive Sector Rotation

The HCM-BuyLine®

It is painful to watch the value of your portfolio drop, and it is little comfort if the market in general is declining. In response, we developed the HCM-BuyLine®, our proprietary indicator that we believe sets us apart from other money managers. Howard Capital Management's investment strategies are designed to protect capital in market downturns while using our tactical approach to seek to outperform the major indices during market upswings. The HCM-BuyLine® tells us when and how much to invest in equities. Simply put, it gives us an objective indicator of the intermediate-term trend of the market. If the bulls are in control, our strategy is to invest capital in equities in order to take advantage of the gains a bull market can possibly bring. However, if the bears are in control, we typically move our clients' capital to the safety of money markets or short-term bonds.

Proactive Sector Rotation

Once we have made the strategic decision, with the help of the HCM-BuyLine®, to be in the stock market, we turn to our tactical asset selection methodology – Proactive Sector Rotation (PSR). Within each of our programs, we use our proprietary indicators to rank the possible investment choices. We then place our clients' capital in the top few of these, using our money management rules to determine when to exit a position. Upon exiting a position, we re-rank the choices and reinvest the cash as described above. In this way, we strive to always be invested in those sectors which are doing the best at any given time.

Comprehensive Approach to Investing

We believe the key to successful portfolio management is maximizing return while managing risk. At Howard Capital Management, Inc., we endeavor to capitalize on investment opportunities across the spectrum of available vehicles while maintaining an appropriate level of risk for each client. We believe we lower risk both by utilizing a broad palette of assets and by aiming to avoid large systemic losses. We manage our clients' assets in taxable accounts, variable annuities, IRAs and other qualified accounts. We make use of equity mutual funds, fixed income mutual funds, and exchange traded funds (ETFs).

Choose Howard Capital Management, Inc.

When you choose Howard Capital Management, Inc., we work hard to exceed your expectations. We make strategic and tactical investment decisions that are tailored to each of our clients. This means that we will create a portfolio that specifically addresses your individual needs and makes sense for you.

Disclosure. Howard Capital Management, Inc. (Howard CM) offers its investment methodology through multiple programs that may invest in exchange traded funds, mutual funds, stocks and variable annuity subaccounts. Our standard annual management fee is 2.5% of assets under management, charged quarterly in advance. There is no certainty that any investment or strategy (including the investments and/or investment strategies recommended by the advisor), will be profitable or successful in achieving investment objectives. Please work with your financial advisor to determine which investment program is consistent with your financial objectives and risk tolerance. This service is available for a cost in addition to those associated with the underlying securities.

An investor should carefully consider investment objectives, risks, charges and expense 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. *(continued)*

(Disclosure continued from previous page.) Exchange Traded Funds are subject to risks similar to those of stocks. Investment 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. There are unique potential risks associated with the specific asset classes that each exchange traded fund represents. Investments in smaller companies typically exhibit higher volatility. In addition to the normal risks associated with investing, narrowly focused investments typically exhibit higher volatility. Bonds and bond funds will decrease in value as interest rates rise. Commodities markets have historically been extremely volatile. Inverse funds should lose money when their benchmark indexes rise—a result that is opposite from traditional mutual funds. Inverse funds also entail certain risks, including inverse correlation, leverage, market price variance and short sale risks. Investments in foreign investments generally incur greater risks than domestic investments. International investments may involve risk of capital loss from unfavorable fluctuation in currency values, from differences in generally accepted accounting principles or from economic or political instability in other nations. Emerging markets involve heightened risks related to the same factors as well as increased volatility and lower trading volume. You should carefully consider the risk, charges and expenses of an exchange traded fund prior to investing. This and other important information can be found in the product's prospectus. Past Performance is no guarantee of future results.

Variable annuities and mutual funds are sold only by prospectus. Please consider the product's features, risk, charges and expenses, and investment objectives, risks and policies of the underlying portfolios, as well as other information about underlying fund options, carefully before investing. The prospectus, which contains this and other information about the investment company, can be obtained from your financial professional. Be sure to read the prospectus carefully before deciding whether to invest.

Variable Annuities are long-term investment vehicles designed for retirement purposes. Guarantee features are available for additional fees and restrictions apply. Guarantees are based on the claim paying ability of the issuing insurance company and do not apply to the investment performance or safety of the underlying sub-accounts of the variable annuity contract. The program may invest in variable portfolios that focus investment in specific industry sectors as well as international and domestic equities. There are unique potential risks associated with the specific asset classes that each portfolio represents. In addition to the normal risks associated with investing, narrowly focused investments typically exhibit higher volatility. Investments in foreign portfolios generally incur greater risks than domestic investments. International investments may involve risk of capital loss from unfavorable fluctuation in currency values, from differences in generally accepted accounting principles or from economic or political instability. Investing in the bond market is subject to certain risks including market, interest-rate, issuer, credit, and inflation risk. Investing in corporate bonds may include interest-rate, call and reinvestment, refunding, default and credit, and liquidity risks. Investing in non-U.S. securities involves heightened risk due to currency fluctuations, and economic and political risks, which may be enhanced in emerging markets. Mortgage and asset-backed securities may be sensitive to changes in interest rates, subject to early repayment risk, and while generally backed by a government, government agency or private guarantor there is no assurance that the guarantor will meet its obligations. Derivatives may involve certain costs and risks such as liquidity, interest rate, market, credit, management and the risk that a position could not be closed when most advantageous. Investing in derivatives could lose more than the amount invested. You should carefully consider the risk, charges and expenses of a mutual fund and variable annuity prior to investing. This and other important information can be found in the product's prospectus. Past Performance is no guarantee of future results.

www.howardcm.com

Howard Capital Management, Inc.
555 Sun Valley Drive, Suite B-4
Roswell, GA 30076

p: 800. 756. 3398 | p: 770.642.4902 (Georgia)
f: 770. 642. 4906 | p: 936.291.3121 (Texas)

info@howardcm.com

HOWARD
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