



"We practice active money management\*. We do not believe in buy and hold, nor do we favor asset allocation. We must be strategic and tactical to bring our best defense against a market that does not think or feel."

**Vance Howard, CEO and Portfolio Manager**

Vance Howard specializes in identifying market trends based on his proprietary HCM-Buyline®, a strict investment discipline developed through years of research and experience.

His investment management abilities are utilized in many types of trading systems, with investments including mutual funds, exchange-traded funds, individual equities and cash equivalents.

"We do not believe in buy and hold, nor do we favor asset allocation", says Mr. Howard of his philosophy. "Rather, we use a combination of both strategic and tactical approaches. The market does not think or feel. It is what it is, which is why our modus operandi is active money management." Howard Capital Management, Inc., A SEC registered investment advisory firm, provides fee-based investment management to individuals and institutions using the HCM-Buyline®

**Brett Shunkwiler | President | Shunkwiler Financial**

Brett uses his skills and experience to help clients visualize and achieve their financial goals.

Brett got his start in the industry in 2005 and quickly gained the knowledge and experience he needed to open his own firm. In 2011, Brett took the leap and founded Shunkwiler Financial with the goal of providing clients the expertise, attention and time they deserve when planning their retirements. As the firm's leader, Brett works day in and day out to ensure Shunkwiler Financial delivers the strategies that clients need to live out their dream retirements.

Brett has passed his Series 6 (Investment Company and Variable Contracts Representative), Series 63 (Uniform Securities Agent State Law), Series 65 (Uniform Registered Investment Adviser Law), and holds an insurance license in Nebraska and various other states. He earned his bachelor's in finance from the University of Nebraska-Lincoln.

In his free time, Brett enjoys spending time with friends and family and cheering on his Nebraska Cornhuskers.

Active portfolio management, including market timing, can subject longer term investors to potentially higher fees and can have a negative effect on the long-term performance due to the transaction costs of the short-term trading. In addition, there may be potential tax consequences from these strategies. Active portfolio management and market timing may be unsuitable for some investors depending on their specific investment objectives and financial position. Active portfolio management does not guarantee a profit or protect against a loss in a declining market. \*\*Asset Allocation does not guarantee a profit or protect against a loss in a declining market. It is a method used to help manage investment risk. \*\*\*Mutual Funds and Exchange Traded Funds (ETF's) are sold by prospectus. Please consider the investment objectives, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other information about the investment company, can be obtained from the Fund Company or your financial professional. Be sure to read the prospectus carefully before deciding whether to invest.

# WE LOOK FORWARD TO SPEAKING WITH YOU

**Howard Capital Management's Inc ("HCM")**

Is registered with the SEC and only transacts business where it is properly registered or is otherwise exempt from registration. SEC registration does not constitute an endorsement of the firm by the Commission, nor does it indicate that the advisor has attained a particular level of skill or ability. Changes in investment strategies, contributions or withdrawals, and economic conditions may materially alter the performance of your portfolio. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment or strategy will be suitable or profitable for an investor's portfolio. Past performance may not be indicative of future results.

HCM Indicator. The HCM-Buyline® (Indicator) our proprietary indicator is used to assist in determining when to buy and sell securities. When the Indicator identifies signs of a rising market, HCM then identifies the particular security(ies) that HCM believes have the best return potentials in the current market from the universe of assets available in each given model and signals to invest in them. When the Indicator identifies signs of a declining market, the Indicator signals to move clients' investments to less risky alternatives. Not every signal generated by the Indicator will result in a profitable trade. There will be times when following the Indicator results in a loss. An important goal of the Indicator is to outperform the market on a long-term basis. The reason is the mathematics of gains and losses. A portfolio which suffers a 30% loss takes a 43% gain to return to the previous portfolio value. The Indicator is a reactive in nature, not proactive. They are not designed to catch the first 5-10% of a bull or bear market. Ideally, they will avoid most of the downtrends and catch the bulk of the uptrend. There may be times when the use of the Indicator will result in a loss when HCM re-enters the market. Other times there may be a modest positive impact. When severe downtrends occur, however, such as in 2000-2002 and 2007-2008, the Indicator has the potential to make a significant difference in portfolio performance. Naturally, there can be no guarantee that the Indicator will perform as anticipated. The Indicator does not generate stop-loss orders that automatically sell securities in the portfolio at a certain price As a result, use of the Indicator will not necessarily limit your losses to the desired amounts due to the limitations of the Indicator, market conditions, and delays in executing orders.

Please remember to contact HCM, in writing, if there are any changes in your personal/financial situationist or investment objectives for the purpose of reviewing/evaluating/revising our previous recommendations and/or services, or if you want to impose, add, or modify any reasonable restrictions to our investment advisory services Please Note: Unless you advise, in writing, to the contrary, we will assume that there are no restrictions on our services, other than to manage the account in accordance with your designated investment objective. A copy of our current written disclosure Brochure discussing our advisory services and fees continues to remain available upon request. LASS.BLTRI.032320 HCM-032320-6

Securities and Investment Advisory Services are offered through Brokers International Financial Services, LLC. Member SIPC. Brokers International Financial Services, LLC is not an affiliated company.

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## THE HCM - BUYLINE® SIGNATURE STOPLOSS PROTECTION



**HOWARD CAPITAL MANAGEMENT'S (HCM) INVESTMENT**

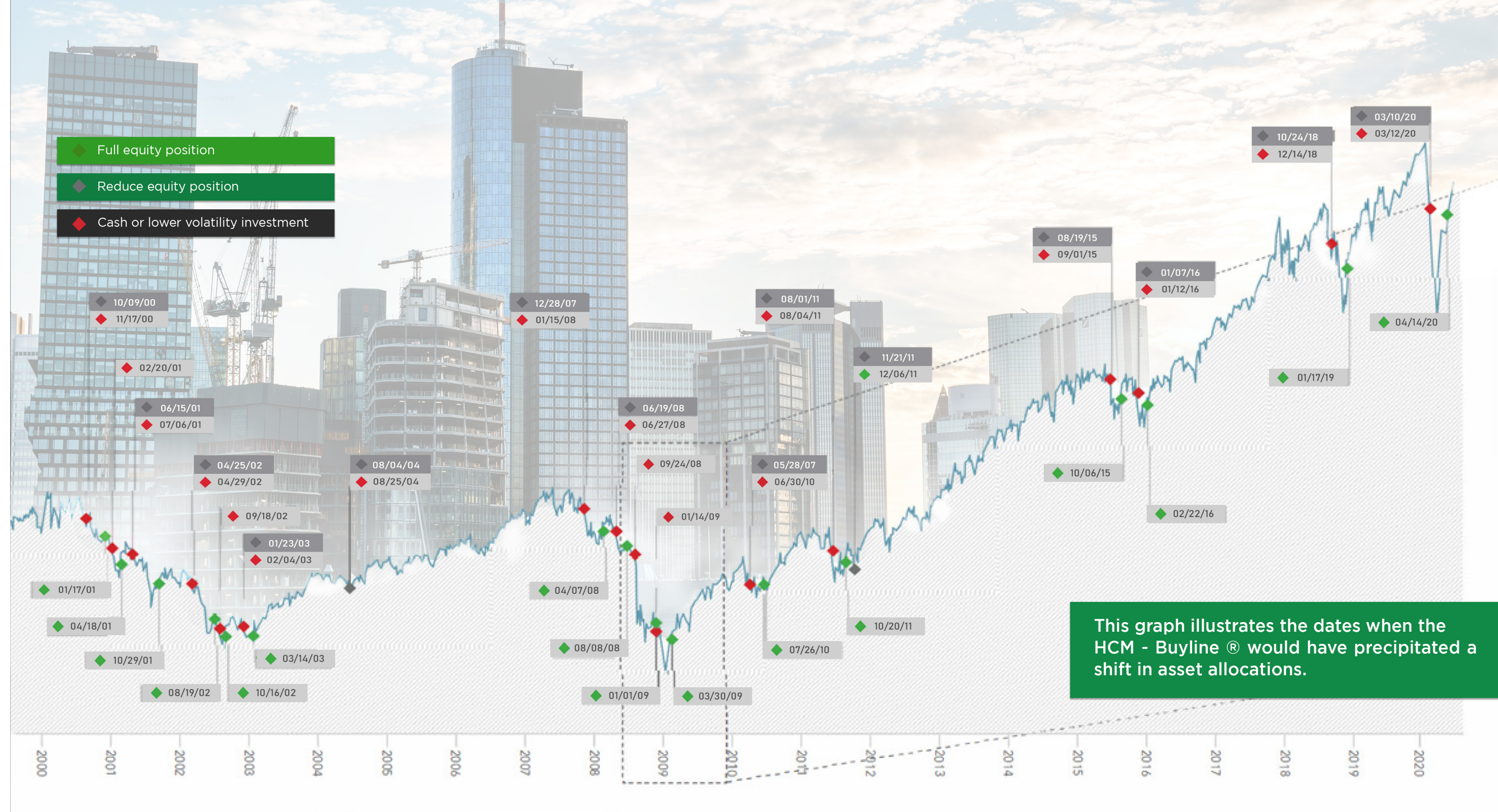
Strategies strive to preserve capital in market downturns while seeking to outperform the major indices during market upswings. The HCM-Buyline® is technical, but its interpretation is straightforward. This helps to manage downside risk by signaling for a move out of equities and into cash and cash equivalents For years, the HCM-Buyline® has demonstrated the ability to place its investor base in a tactical and defensive position irrespective of marketing swings.

**KEY FEATURES**

- Designed to be an emotionless and mathematically driven process
- Signals when to move to cash and/or lower risk investments during market declines
- Greater capital might be available to reinvest during market advances.

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- ◆ Full equity position
- ◆ Reduce equity position
- ◆ Cash or lower volatility investment

10/09/00, 11/17/00, 02/20/01, 06/15/01, 07/06/01, 04/25/02, 04/29/02, 09/18/02, 01/23/03, 02/04/03, 01/17/01, 04/18/01, 10/29/01, 08/19/02, 10/16/02, 03/14/03, 12/28/07, 01/15/08, 08/04/11, 08/01/11, 08/04/11, 11/21/11, 12/06/11, 08/19/15, 09/01/15, 01/07/16, 01/12/16, 10/06/15, 02/22/16, 01/17/19, 10/24/18, 12/14/18, 03/10/20, 03/12/20, 04/14/20

01/09/00, 02/20/01, 06/15/01, 07/06/01, 04/25/02, 04/29/02, 09/18/02, 01/23/03, 02/04/03, 01/17/01, 04/18/01, 10/29/01, 08/19/02, 10/16/02, 03/14/03, 12/28/07, 01/15/08, 08/04/11, 08/01/11, 08/04/11, 11/21/11, 12/06/11, 08/19/15, 09/01/15, 01/07/16, 01/12/16, 10/06/15, 02/22/16, 01/17/19, 10/24/18, 12/14/18, 03/10/20, 03/12/20, 04/14/20

09/24/08, 01/14/09, 05/28/07, 06/30/10, 10/06/15, 02/22/16, 01/17/19, 10/24/18, 12/14/18, 03/10/20, 03/12/20, 04/14/20

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This graph illustrates the dates when the HCM - Buyline ® would have precipitated a shift in asset allocations.

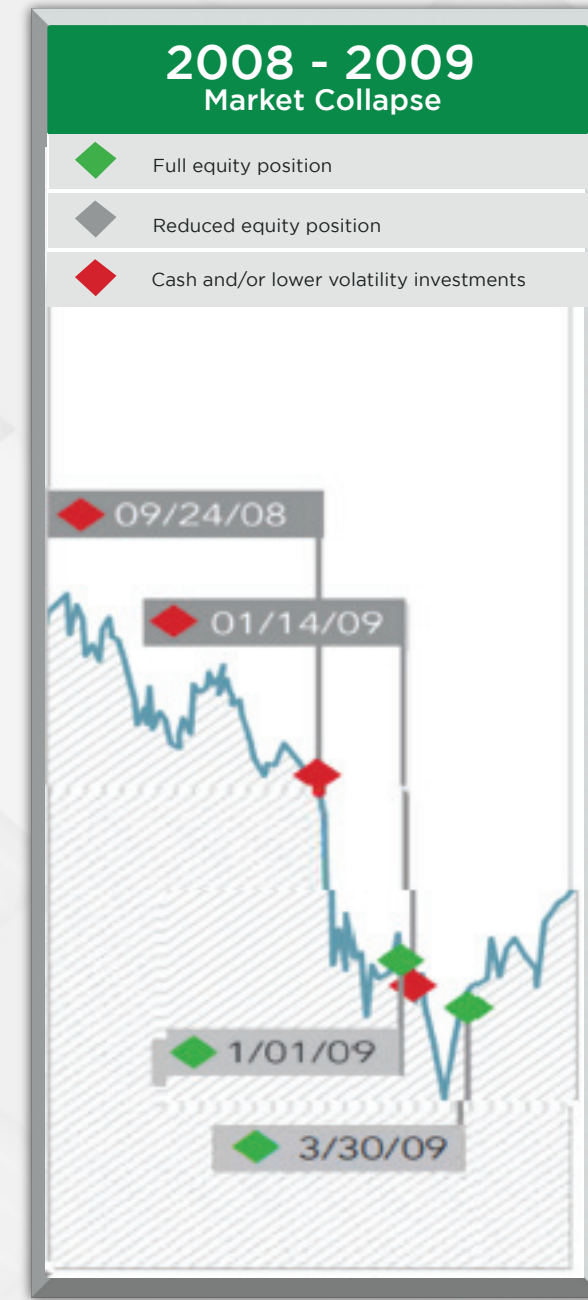
### GLOBAL TRENDS TIMELINE

<b>MARCH 2000</b> Tech Bubble Burst	<b>SEPTEMBER 2001</b> World Trade Center Terror Attacks	<b>MARCH 2007</b> Beginning of the Sub-Prime Mortgage Crisis	<b>JANUARY 2008</b> The US Recession is Underway, Unemployment Soon Reaches 10%	<b>May 2010</b> Flash Crash; Dow Has Second Largest Point Swing	<b>SEPTEMBER 2011</b> EU Sovereign Debt Crisis; US Credit Rating Down-grade	<b>JUNE 2016</b> "Brexit": Britain Votes to Exit the E.U.	<b>2018</b> Rise of Computerized Trading	<b>MARCH 2020</b> Global COVID-19 Pandemic
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The graphic above and on the right represents the dates on which the HCM-BuyLine® indicator signaled a change in market conditions. The graphic does not represent actual trading activity. The HCM-BuyLine® is an indicator only and will not automatically allocate and/or re-allocate client assets. Actual trading activity may take time to research and implement and, as a result, trading activity may lag behind the signals provided by the HCM-BuyLine® indicator. There can be no guarantee that the HCM-BuyLine® indicator will perform as anticipated or that following any signals provided by the HCM-BuyLine® indicator will result in a profitable trade.

# THE HCM-BUYLINE®

## Signature stoploss risk management

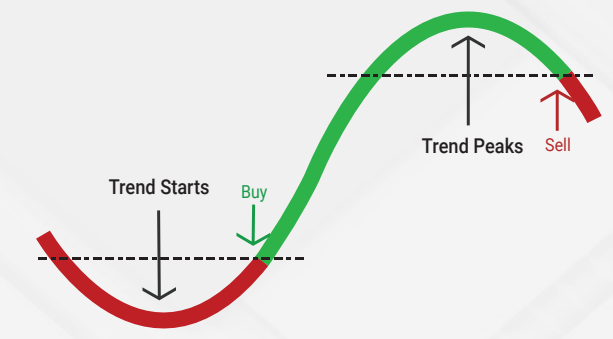


The HCM-Buyline® uses a proprietary quantitative investment model to determine when we should be in or out of the market. The HCMBuyline® uses trend analysis to help identify the broad trend in the equity market. When the trend is down, we reduce exposure to equities, and when the trend is up, we increase exposure to equities. When the S&P 500 Index's\*\*\*\* closing price drops to 3.5% below the HCM-Buyline®, we will assume a reduced exposure in equities by investing in cash or cash equivalents. If the S&P 500 Index drops to 6.5% below the HCM-Buyline®, we will further reduce exposure in equities. Once the S&P 500 Index closes above the HCM-Buyline® for five consecutive trading days after having dropped below one or both of the previous two levels, we will be reinvested in equities.

This non-emotional, mechanical, and repeatable system helps take the guesswork out of HCM investment decisions as we strive to keep client portfolios on the right side of the market. Even though not every HCMBuyline® signal will result in a profitable trade, the HCM-Buyline®'s ability to preserve capital using math in major market downturns while pursuing opportunities for growth provides HCM with the potential to outperform the market on a long-term basis. For example, a portfolio which suffers a 30% loss, takes a 43% gain to return to the previous portfolio value. When the impact of a major market downturn is reduced, the investor is left better situated compared to a buy-and-hold strategy. However, avoiding market downturns is just the start of an effective risk management system. The manager also needs to know when to be invested in equities. Here again, the HCM-Buyline® comes into play, signaling a potential **uptrend**. Try to capture **70-80%** of the uptrend while avoiding **70-80%** of the **downtrend** the goal is not to call tops and bottoms of the market, but instead to identify trends and opportunities through our quantitative.

The HCM-Buyline® aims to bypass the decline by signaling when to move to the safety of money markets and/or short term bonds. Highlighting the financial meltdown in 2008, the HCM-Buyline® signaled to exit the stock market.

Indices are unmanaged and investors cannot invest directly in an index. Unless otherwise noted, performance of indices does not account for any fees, commissions or other expenses that would be incurred. Returns do not include reinvested dividends. The Standard & Poor's 500 (S&P 500) Index is a free-float weighted index that tracks the 500 most widely held stocks on the NYSE or NASDAQ and is representative of the stock market in general. It is a market value weighted index with each stock's weight in the index proportionate to its market value.



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