

Liquid Income (LINC) Portfolios Investment Philosophy Q4, 2019



## **Your Advisory Team**

We offer an independent and customized approach to investment management that is well suited to meet the needs of individuals and family's intent on protecting and increasing wealth. We begin with a personalized risk assessment and the development of a personalized investment policy statement ("IPS").

We have partnered with Redhawk Wealth Advisors, Inc. ("Redhawk") to guide the process of investment manager selection, drawing on in-depth knowledge of investments in the fixed income asset category. *We are a fiduciary and are committed to identifying investment strategies that are in the best interest of our clients.* Our experience with mass affluent and high-net-worth individuals has taught us that successful management of private wealth can be a collaborative effort, often involving a client's legal and tax advisors. We are dedicated to a high level of personal communication, including education of family members new to investing, in order to give you the peace of mind you deserve.





# **Redhawk Corporate Overview**

Redhawk is headquartered in Minneapolis Minnesota and is an independent, employee owned, investment management firm that works with individual clients, retirement plan sponsors, financial institutions, non-profit organizations, captive insurance companies, and endowments as a fiduciary. *We provide customized investment advisory services to assist clients in achieving their investment objectives while fulfilling our fiduciary obligations.* We currently advise over \$1.4 billion in total client assets located throughout the US. We do not have affiliations with broker-dealers, investment recommendations. We receive compensation for investment management services solely from our clients so as to avoid any conflicts of interest. Our mission is to provide customized investment management services to assist our clients in achieving their investment objectives.



Moderate

Conservative

**Municipal Bonds** 

Redhawk manages liquid income asset allocation strategies for cash management needs. These strategies are designed to generate income that is greater than money market funds or CDs.





## **Our Process**

Select Monitor Replace Communicate In a highly volatile investment world, how can you build a plan for long-term success? What does it take to sift through thousands of investment opportunities and identify the relative handful that compliment your specific goals, time horizon, and risk tolerance? *That's why we have a formal investment committee called the Redhawk Investment Committee ("RIC") that meets weekly to select, monitor, and replace investments.* The RIC's overall goal is to always be invested in income producing sub-categories and funds that have a relatively low risk score.

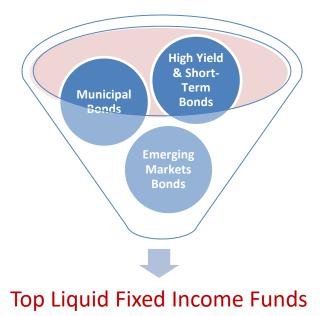
Redhawk Investment Committee

**Top Sub-Categories** 

**Top Funds** 

### **Investment Selection**

The selection of an investment is a disciplined process and Redhawk analyzes all of the major fixed income asset categories during the selection process. We use our proprietary scoring methodology to determine the top performing sub-categories to include in the liquid income strategies.





### **Investment Selection (continued)**

Once the top sub-categories have been determined, the investment committee then researches the top performing funds in each sub-category. The overriding objective of the selection process is to determine which funds score the highest, have a low risk score, and are in the best interest of the client.

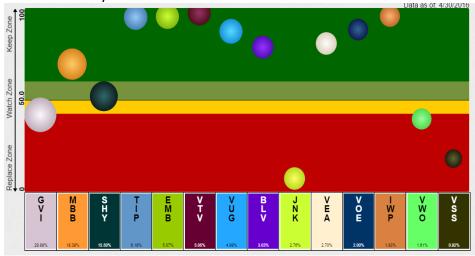


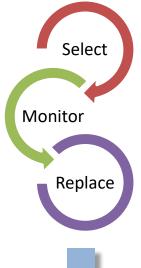
### **Top Fixed Income Sub-Categories**

- 1. Ultrashort-Term Bonds
- 2. Short-Term Bonds
- 3. Multisector Bonds
- 4. Emerging Markets Bonds

#### **Investment Monitoring**

The ongoing monitoring of investments is a regular process and monitoring confirms that the criteria remain satisfied and that a fund continues to be appropriate. The investment committee uses the bubble chart to monitor the funds on a monthly basis.









### **Investment Replacement**

An investment can be replaced for many reasons such as poor performance, legal sanctions, closure to new investors by the investment provider, or that it may not be suitable for clients. **Best of all, you don't have to do anything because we have full discretion to make changes to your account in a timely manner.** As part of our process, we adhere to the following courses of action:

- **Approved** The investment has been approved by the committee without any restrictions other than a minimum account balance and suitability.
- Watch List The investment committee has placed the investment on the watch list for a specific reason based on pre-established criteria.
- **Restricted List** The investment committee has restricted the investment, such as no new money can be invested.
- **Termination or Replacement** The investment committee has determined that all assets will be transferred to a like fund.

## **Client Communication and Account Access**

Redhawk is a big believer in communicating to clients on a frequent basis and providing the capability for the client to access their accounts. We know that you want to stay on top of your investments.





Anytime access to the Orion Client Portal for performance reporting.



Weekly Update email and podcast with market commentary and investment signals.



Quarterly performance statement e-mailed to you by your advisor.

Replace





A LINC account serves as the "cash management" component of a portfolio. There are three taxable accounts available with different risk levels and target returns. Additionally, there is also a tax advantaged portfolio for those investors looking to reduce their tax obligations.



- Outperform bank returns CDs and money market funds.
- Low cost, 100% transparent, no commissions, or hidden fees.
- Funds monitored weekly by the Redhawk Investment Committee.
- Link investment account to your bank account for access to cash.
- Manage age 70 ½ required minimum distributions with 13 options.
- Can withhold federal and state taxes from distribution.
- Liquidity is 100% after sold funds settle in 3 business days.

#### Easy access to your LINC account:



- 2% or more held in cash based on your liquidity needs.
- No cost ACH to bank account with funds available within 24-48 hours depending on cash reserves.
- Same day emergency wire available for a fee depending on cash reserves.
- Dividends and interest automatically reinvested or can be deposited into cash portion.

Select

Replace

Communicate

Monitor



## Fees

Redhawk firmly believes in disclosing all of the fees associated with your account and being fully transparent. We strive to keep fees as reasonable as possible while delivering a high-touch service. The LINC account fees are comprised of the following:

### **Investment Management and Advisor Fee**

These fees cover the investment management services for the LINC account allocation strategy and for the services provided by your financial advisor. These fees are paid monthly in arrears and are deducted from your account.

Household Assets	Annual Investment Manager Fee	Annual Advisor Fee	Total Annual Investment Management Fee
Minimum or more	0.250%	0.250%	0.500%

Minimum investment amount: RUMA - \$25,000 or Wrap - \$250,000.

## **Average Expense Ratios**

The underlying funds for the LINC account are made up of ETFs. Each fund has its own unique investment management fee (fund average expense ratio) that is charged by the investment company that manages the fund.

LINC Portfolio	Risk Score	Average Expense Ratio	6-Month Comfort
Conservative (LINCC)	1	0.10%	0.22% to 3.22%
Moderate (LINCM)	25	0.32%	-2.76% to 7.08%
Aggressive (LINCA)	33	0.44%	-5.05% to 10.22%
Municipal Bonds (LINCB)	29	0.32%	-4.00% to 7.83%

## **Trading and Transaction Costs**

For a RUMA and Wrap accounts, Redhawk pays for all trading and transaction costs.



# Working With Your Advisor

Your advisor is focused on meeting your retirement objectives while managing risk. This tailored approach to the development of a personalized investment policy statement positions your portfolio to take advantage of market cycles.

The most important part of the approach is understanding your needs and risk tolerance. Only then can we begin building an IPS tailored to you.



Complete the online Riskalyze questionnaire to determine your risk score and acceptable level of risk.





Give your account statements to your advisor.





# Working With Your Advisor (continued)

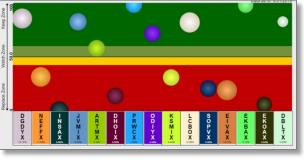


Your advisor will put together a personalized IPS, bubble reports, and scorecard for you.

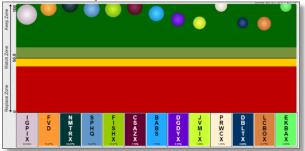


Investment Policy Statement

## **Current Portfolio**



**Proposed Portfolio** 



Client Assumptions			
Maximum Monthly Withdrawal at Retirement	\$10,400		
Retirement Year	2028		
Monthly Savings Until Retirement	\$0		
Client Risk Score	40		
Investable Assets	\$867,682		
95% Probability of a Loss Over the Next 6 Months	-7.00%	(\$60,738)	
95% Probability of a Gain Over the Next 6 Months	11.00%	\$95,445	
Portfolio Comparison	Current	Redhawk	S&P 500
Portfolio Risk Score	55	36	72
95% Probability of a Loss Over the Next 6 Months (%)	-11.10%	-5.80%	-15.70%
95% Probability of a Loss Over the Next 6 Months (\$)	(\$96,076)	(\$50,263)	
95% Probability of a Gain Over the Next 6 Months (%)	19.30%	15.50%	25.80%
95% Probability of a Gain Over the Next 6 Months (\$)	\$167,593	\$134,420	
Stocks Allocation	75.00%	34.00%	100.00%
Bonds Allocation	20.00%	52.00%	0.00%
Cash Allocation	5.00%	12.00%	0.00%
Other Allocation	0.00%	2.00%	0.00%
Bubble Score	52.75	98.62	75.10
Funds Average Expense Ratio	0.13%	0.70%	
Potential Annual Return	8.24%	9.70%	10.18%
3-Year Upside Capture Ratio	96.45%	88.21%	99.50%
3-Year Downside Capture Ratio	93.62%	3.50%	100.06%
Annual Dividend	2.08%	3.88%	1.78%
1-Year Alpha	-0.23%	6.01%	-0.09%
Needed by Retirement Date	\$2,352,200	\$1,797,700	
Legacy Assets	\$221,295	\$3,372,988	
Retirement Probability	55%	95%	



# Working With Your Advisor (continued)



Sign the necessary forms and agreements and give them to your advisor.

- 1. RUMA New Account Establishment Kit, or
- 2. Wrap New Account Establishment Kit.
- 3. Investment Policy Statement.
- 4. Custodian Forms.





## Disclosures

This material is presented solely for informational purposes and nothing herein constitutes investment, legal, accounting or tax advice. Any third-party media content is being redistributed with permission and may not be redistributed without the publisher's consent. Information is obtained from sources deemed reliable, but there is no representation or warranty as to its accuracy, completeness or reliability. All information is current as of the date of this material and is subject to change without notice. Redhawk Wealth Advisors, Inc. does not accept any responsibility to update any opinions or other information contained in this document. Any views or opinions expressed may not reflect those of the firm or the firm as a whole. This material is informational and educational in nature, is not individualized, and is not intended to service as the primary or sole basis for any investment or tax-planning decision. Investing entails risks, including possible loss of principal

Redhawk Wealth Advisors, Inc. is an SEC registered investment advisors (hereinafter "Redhawk"). Redhawk and its representatives are in compliance with the current filing requirements as required by those states in which Redhawk maintains clients. Redhawk may only transact business in those states in which it is registered or qualifies for an exemption or exclusion from registration requirements.

Strategy overviews are for descriptive purposes only and do not take into account your particular investment objectives, tolerance for risk, financial situation, or needs. They are not suitable for all investors and this is not a solicitation or recommendation of any investment strategy. All investments and/or investment strategies involve risk including the possible loss of principal. There is no assurance that any investment strategy will achieve its objectives. For a complete description of investment risks, fees and services, review the Redhawk ADV Part 2A firm brochure and ADV Part 2A Appendix 1 wrap brochure which is available from your Investment Advisor Representative or by contacting Redhawk.

Investment Advisory Services are offered through Redhawk Wealth Advisors, Inc., an SEC registered investment advisor.

7700 France Avenue South, Suite 430 Minneapolis, MN 55435 <u>www.redhawkwa.com</u> (952) 835-4295

Additional information about Redhawk is also available on the SEC's website at <u>www.adviserinfo.sec.gov</u>. However, please note that registration as an Investment Advisor or Investment Advisor Representative does not imply any level of skill or training.