



Separately Managed Account ("SMA") 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 subadvisor portfolio manager selection, monitoring, and replacement that includes fixed income, strategic, tactical, and alternative investment managers. *We are a fiduciary and 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 provide a weekly update on the market to keep you informed in a timely manner. 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 portfolio management oversight 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 U.S. We do not have affiliations with broker-dealers, investment companies, or other financial institutions so we are totally unbiased with our portfolio process and recommendations. We receive compensation for portfolio management oversight services solely from our clients so as to avoid any conflicts of interest. Our mission is to assist our clients in achieving their investment objectives.



## **Investment Managers & Strategies**

Redhawk offers the following investment managers:

- American Beacon
- Blackrock
- E-Valuator Funds
- Fidelity
- Invesco

- Redhawk Wealth Advisors
- Schwab
- Vanguard
- Victoria Capital Management





### **Our Process**

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 monthly to select, monitor, and replace portfolios.* The RIC's overall goal is to always make available top sub-advisors.



#### **Investment Manager Due Diligence**

The due diligence performed in order to select an appropriate investment manager is a disciplined process. Redhawk will first conduct extensive due diligence on the firm, the portfolio managers, their track record, and regulatory or compliance issues. We use our proprietary scoring methodology to determine whether or not to accept the manager on our platform.



Select

Communicate



#### **Portfolio Selection**

Once the investment manager has passed the due diligence process, Redhawk will conduct a comprehensive review of the investments managed by the firm. Redhawk will only select those investments that pass our proprietary scoring methodology.





#### **Investment Monitoring**

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



Communicate



#### **Investment Replacement**

An investment manager can be replaced for many reasons such as poor performance, legal sanctions, hiring of a new investment manager, or that it may not be suitable for clients. **Best of all, you don't have to do anything because we will inform your advisor of the change so that your account can be updated 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**

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.







### Fees

Redhawk firmly believes in disclosing all 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 total managed account fee is comprised of the following:

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

These fees cover the investment management services for the managed account 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
\$5,000 - \$499,000	0.50% - 0.95%	Up to 1.00%	1.50% - 1.95%
\$500,000 - \$999,999	0.50% - 0.90%	Up to 1.00%	1.50% - 1.90%
\$1,000,000 - \$1,999,999	0.50% - 0.85%	Up to 1.00%	1.50% - 1.85%
\$2,000,000 - \$2,999,999	0.50% - 0.80%	Up to 1.00%	1.50% - 1.80%
\$3,000,000 - \$3,999,999	0.50% - 0.75%	Up to 1.00%	1.50% - 1.75%
\$4,000,000 or more	0.50% - 0.70%	Up to 1.00%	1.50% - 1.70%

The range of fees shown above are average fees, for exact fees, please see the Redhawk Unified Managed Account ("RUMA").

### **Underlying Funds Average Expense Ratio**

The underlying funds for the investment are made up of stocks, mutual funds, and ETFs. Each mutual fund and ETF has its own unique investment management fee (fund average expense ratio) that is charged by the investment company that manages the fund. If the investment is made-up of stocks as the underlying investments, there is not an average expense ratio for these type of investments.

Investment Type	Low Range Average Expense Ratio	High Range Average Expense Ratio
ETFs	0.06%	0.75%
Mutual Funds	0.52%	0.85%
Stocks	0.00%	0.00%

## **Trading and Transaction Costs**

The client is responsible for all trade costs at a negotiated rate of \$0 - \$31 per trade for mutual funds.



## 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**



#### Scorecard **Client Assumptions** um Monthly Withdrawal at Retire \$10,400 Maxim **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 Month (\$60,738) \$95,445 95% Probability of a Gain Over the Next 6 Month 11.00% Portfolio Comparison Current Redhawk S&P 500 Portfolio Risk Score 55 36 95% Probability of a Loss Over the Next 6 Months (%) -15.70% 11.10 95% Probability of a Loss Over the Next 6 Months (\$) 95% Probability of a Gain Over the Next 6 Months (%) 19.30% 15.50% 25.80% \$167,593 \$134,420 95% Probability of a Gain Over the Next 6 Months (\$) 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% 10.18% Potential Annual Return 8.24% 9,70% 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%

Redhawk Wealth Advisors, Inc.



# Working With Your Advisor (continued)



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

- 1. RUMA New Account Establishment Kit.
- 2. Investment Policy Statement.
- 3. Custodian Forms.





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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

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