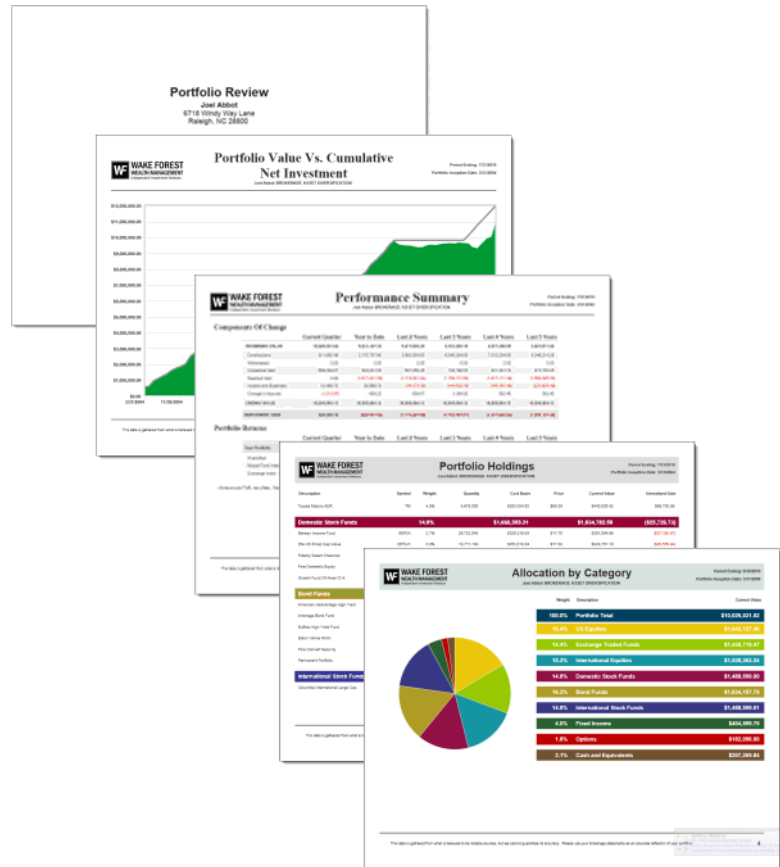


Presentation Specification: Client Meeting Presentation 2

The Client Meeting presentation is an ideal presentation to use when meeting with a client face-to-face. The following data points were selected to facilitate client meetings:

- ♦ Portfolio Value versus the Net Investment – show your clients how their net investment has grown over time.
- ♦ Performance data over time – to help your clients better understand whether they are on track with their ideal investment strategy and expectations. It also helps determine if they should stay with the same strategy or modify it somewhat to adjust to market conditions, comfort level with investing or life status.
- ♦ Allocation of asset values – the pie chart shows your clients their current diversification so they can clearly see where they stand, and you can effectively explain where they should go.
- ♦ Holdings information by position – show your clients a snapshot of the portfolio holdings on a certain day so they have a better understanding of where they are today.



This document gives you information about the pages contained in this presentation, followed by a sample of the presentation, so you can decide if this presentation will meet the needs of your clients.



On the Web

There are many data points available on various client presentation pages that might not be available on the pages found in this particular presentation. For a complete list of all available pages in Presentation Studio as well as links to documentation on the data points for each page, visit [Presentations Gallery](#) page of our website.

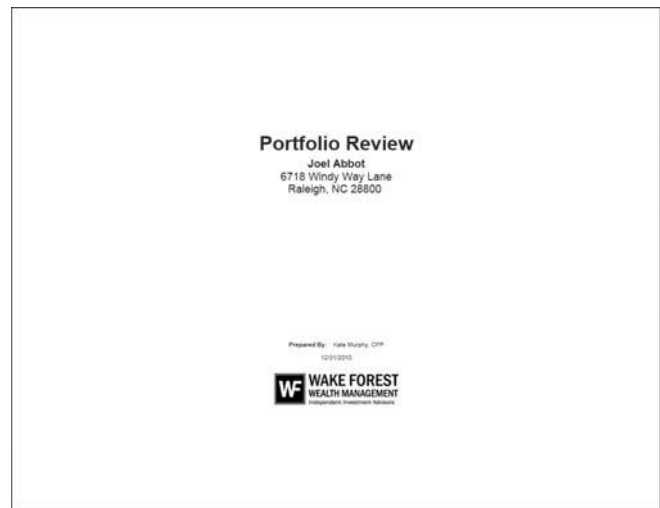
Pages Included in this Presentation

The Client Meeting Presentation includes five pages:

The Cover Page

This page is the cover of the presentation and includes:

- ♦ Company Logo Image – a smaller image that is the official company logo. This image appears on each page of the presentation.
- ♦ Client Name and Address – the display name and address for the portfolio or group.
- ♦ Advisor's Name – the name of the advisor assigned to the portfolio, as it appears in the Advisor Details.



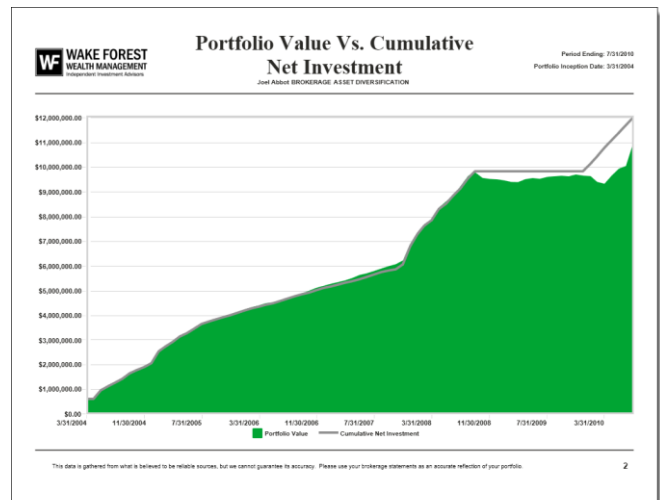
On the Web

The Cover Page, by default, uses the Company Logo image element. For more information about using the image elements, see [Working with Images in Presentation Studio](#).

Also, for more information about creating, assigning and filling in advisor details, see [Creating, Managing and Using Advisor IDs](#).

Portfolio Value vs. Cumulative Net Investment

The Portfolio Value vs. Cumulative Net Investment Page shows your clients their effective return on investment by comparing the amount they contribute to the portfolio as compared to value of the portfolio. From this graph, you can learn whether you are making the best overall investment decisions and evaluate if it might be time to reconfigure the investment strategy.



The Performance Summary Page

The Performance Summary Page displays your client's performance using time periods that are relevant to their portfolio. On this page they can see:

- ♦ The Components of Change – shows clients how their portfolio changed over the period by virtue of activities like capital flows, income, management fees, capital appreciation, and realized gain.
- ♦ Portfolio Returns – display the time weighted return, as compared to a target and other benchmarks assigned to the portfolio. It also helps your clients gain a better understanding of the overall health of the combination of assets in the portfolio during the period.

WF WAKE FOREST
WEALTH MANAGEMENT
Independent Investment Advisory

Performance Summary

Joint Asset Brokerage Asset Diversification

Period Ending: 3/31/2015

Portfolio Inception Date: 3/31/2004

Components of Change

	Current Quarter	Year to Date	Last 2 Years	Last 3 Years	Last 4 Years	Last 5 Years
BEGINNING VALUE	10,026,031.52	9,871,187.33	9,211,845.45	9,791,265.19	8,877,386.95	9,821,911.34
Contributions	311,052.49	2,175,797.60	2,852,054.90	6,340,294.00	7,313,224.00	8,346,214.28
Withdrawals	0.00	0.00	0.00	0.00	0.00	0.00
Unrealized Gain	809,326.07	803,941.55	587,380.45	729,790.53	871,291.74	873,708.25
Realized Gain	0.00	(1,877,947.02)	(1,748,597.94)	(1,759,716.82)	(1,877,117.46)	(1,862,026.59)
Income and Expenses	12,469.70	30,566.73	(54,373.26)	(143,802.56)	(198,383.40)	(220,405.45)
Change in Account	(1,315.85)	639.23	639.87	1,164.80	582.40	582.40
ENDING VALUE	10,958,864.13	10,958,864.13	10,958,864.13	10,958,864.13	10,958,864.13	10,958,864.13
INVESTMENT GAIN	825,508.12	(842,961.66)	(1,115,485.88)	(1,142,565.87)	(1,037,608.86)	(1,008,141.35)

Portfolio Returns

	Current Quarter	Year to Date	Last 2 Years	Last 3 Years	Last 4 Years	Last 5 Years
Your Portfolio	8.0%	(8.6%)	(5.0%)	(4.0%)	(3.0%)	(1.9%)
Overhead	(5.1%)	(11.6%)	(22.2%)	(16.2%)	(9.4%)	(8.0%)
Mutual Fund Index	(9.2%)	(26.3%)	(28.0%)	(23.1%)	(14.8%)	(11.1%)
Exchange Index - 100	(5.1%)	9.6%	(5.0%)	(5.4%)	2.0%	0.4%

All returns are TWR, net of fees. Returns for greater than 1 year are annualized.

This data is gathered from what is believed to be reliable sources, but we cannot guarantee its accuracy. Please use your brokerage statements as an accurate reflection of your portfolio.

3



On the Web

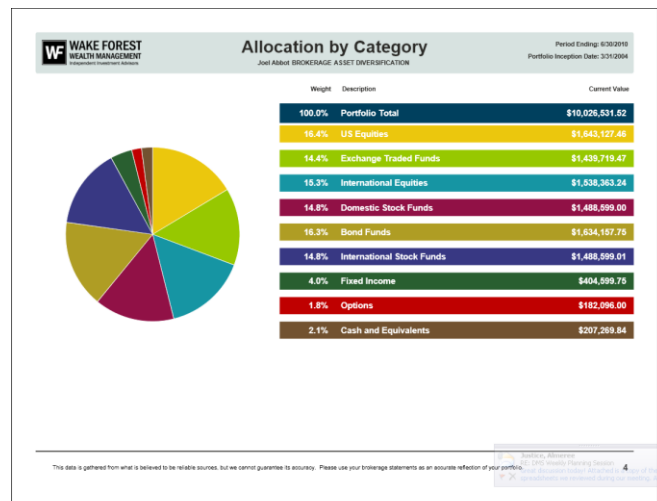
The Performance Summary Page contains performance and benchmark data. The Performance dates are automatically calculated, based on the intervals generated for the portfolio and the As Of date selected. For more information, see [Working with Date Range Collections and Dynamic Date Ranges for Performance Data on Client Presentations](#).

The benchmark data comes from assignments made on the portfolio or group details. For more information about these settings, see [Using Index, Target and Benchmark Data on Client Presentations](#).

The Allocation by Category Page

The Allocation by Category Page shows the current allocation by asset class on the selected As Of date. This page can show up to ten asset classes on one page and the remaining asset classes will display on subsequent pages up to one-hundred asset classes total. For each asset class, you can see:

- ♦ Weight of the asset class – see how much pull a specific asset class has on the rest of the portfolio.
- ♦ Description –cross-reference the description of the security with its location on the pie chart.
- ♦ Current Value – see how much the asset class is worth.



The Portfolio Holdings Page

The Portfolio Holdings Page shows all the overall position for each asset held in the portfolio. For each position, you can see:

- ♦ Symbol/Description –cross-reference the description of the security with its trading Ticker or CUSIP symbol.
- ♦ Weight of the position – see how much pull a specific position has on the rest of the portfolio.
- ♦ Quantity – see how many shares, face value or contracts your clients hold for the security.
- ♦ Cost basis – see the original price of the security; usually the purchase price including all fees.
- ♦ Price/Current Value – see how much the per/share price is, as compared to the current value of the position as a whole.
- ♦ Unrealized Gain/Loss – see the amount of gain or loss the client could have realized if the position was sold on the as of date.

WF WAKE FOREST
HEALTH MANAGEMENT
Investment Management Services

Portfolio Holdings

Joel Abbot BROKERAGE ASSET DIVERSIFICATION

Period Ending: 7/31/2018
Portfolio Inception Date: 3/31/2004

Description	Symbol	Weight	Quantity	Cost Basis	Price	Current Value	Unrealized Gain
Toyota Motor ADR	TM	4.0%	4,978,000	\$353,304.53	\$93.39	\$463,005.42	\$99,700.89
		14.9%		\$1,860,509.31		\$1,634,782.58	(\$225,726.73)
Berkey Income Fund	BERIX	2.7%	25,732,049	\$238,215.53	\$11.70	\$301,094.49	\$62,878.97
Dyn US Small Cap Value	DYVIX	3.2%	15,771,740	\$353,310.04	\$17.35	\$268,781.10	(\$84,528.94)
Fidelity Select Chemical	FSCIX	3.2%	5,278,720	\$274,824.12	\$99.51	\$595,622.50	\$320,798.38
Fine Domestic Equity	FDEIX	3.0%	18,813,828	\$345,711.34	\$19.87	\$372,132.91	\$26,421.57
Growth Fund Of Amer C.A.	ADTIX	2.9%	13,514,259	\$358,348.18	\$23.45	\$318,910.38	(\$39,437.80)
		15.2%		\$1,512,181.80		\$1,665,865.26	\$153,683.46
Bond Funds							
American Aachemage High Yield	AIBFX	2.3%	32,887,819	\$236,417.74	\$7.83	\$246,446.90	\$9,029.16
Affiliated Bond Fund	ABDFX	2.2%	23,283,388	\$257,442.78	\$12.28	\$247,213.31	(\$10,229.47)
Buffett High Yield Fund	BHFHX	2.8%	28,113,382	\$268,039.87	\$9.90	\$278,878.27	\$10,838.40
Easton Vantage Bond	EAPFX	2.6%	35,048,217	\$252,458.35	\$8.18	\$288,878.38	\$36,420.03
Fine Convert Security	FCVFX	2.4%	18,388,318	\$245,330.73	\$20.34	\$372,968.35	\$127,637.62
Permanent Portfolio	PRPFX	2.7%	8,152,798	\$253,422.63	\$38.08	\$300,408.37	\$46,985.74
		14.6%		\$1,117,023.33		\$1,583,884.21	\$466,860.88
International Stock Funds							
Comstock International Large Cap	CSRCX	0.8%	82,885,223	\$968,124.91	\$14.04	\$758,882.77	(\$219,242.14)

Continued on Next Page

This data is gathered from what is believed to be reliable sources, but we cannot guarantee its accuracy. Please use your brokerage statements as an accurate reflection of your portfolio.

7

The Portfolio Holdings – Group Option

When you run this presentation on a group, the Portfolio Holdings page sorts the group's positions by member portfolio

For each group member, you can see:

- ♦ Sections for each member of the group
- ♦ Account numbers masked (this is also available when running the presentation on a single portfolio)
- ♦ Totals for each member, as well as for the group as a whole.

WF WAKE FOREST
HEALTH MANAGEMENT
Investment Management Services

Portfolio Holdings

Joel & Maggie Abbott

Period Ending: 6/30/2018
Portfolio Inception Date: 4/27/2003

Description	Symbol	Weight	Quantity	Cost Basis	Price	Current Value	Unrealized Gain
SPDR S&P Pharmaceuticals ETF							
SPDR S&P Pharmaceuticals ETF	XPH	1.6%	10,087,000	\$232,228.08	\$23.35	\$236,172.66	\$3,944.58
International Equities		3.6%		\$683,965.28		\$688,931.66	\$4,966.38
BP PLC ADR	BP	0.9%	3,413,000	\$137,808.79	\$40.73	\$139,488.46	\$1,679.67
Canon Inc	CAJ	0.9%	9,151,000	\$158,883.79	\$33.90	\$158,474.90	(\$408.89)
Honda Motor Co ADR	HMC	0.9%	5,881,000	\$150,280.88	\$25.62	\$150,870.82	\$589.94
Toyota Motor ADR	TM	1.0%	2,118,000	\$158,381.73	\$94.77	\$178,288.88	\$19,907.15
Cash and Equivalents		0.4%				\$71,882.51	
Cash	CASH	0.4%				\$71,882.51	
Account Total for 1037		40.4%		\$7,414,537.15		\$7,238,412.55	(\$176,124.60)

Abbot, Joel *****5016 BROKERAGE ASSET DIVERSIFICATION

US Equities							
Amazon Com Inc	AMZN	0.4%	852,000	\$85,830.45	\$79.45	\$67,884.88	(\$17,945.57)
Archer-Daniels-Midland Co	ADM	0.4%	2,812,000	\$95,856.80	\$25.97	\$72,824.94	(\$23,031.86)
AT & T	T	0.4%	2,827,000	\$82,840.49	\$25.83	\$72,824.94	(\$9,015.55)
Boal Buy	BBY	0.4%	2,352,000	\$97,703.01	\$32.15	\$75,816.80	(\$21,886.21)
Boeing Co	BA	0.4%	1,894,000	\$92,842.50	\$44.83	\$75,833.22	(\$17,009.28)

Continued on Next Page

This data is gathered from what is believed to be reliable sources, but we cannot guarantee its accuracy. Please use your brokerage statements as an accurate reflection of your portfolio.

7