



Mench  
Financial,  
Inc.

## Balanced Sector Enhanced Portfolio

### Balanced Sector Enhanced Investment Style

For sector enhanced accounts our goal is to utilize our econometric asset allocation models to generate high total returns during up markets, to preserve capital during declining markets, and to match or exceed the total return of a 60/40 Balanced Index. These models, which are comprised of absolute and relative valuation data for equity and fixed income markets, trigger portfolio purchases and sales in a highly disciplined manner. Mench Financial makes use of Exchange-Traded-Funds of domestic, international and fixed income securities to achieve competitive returns and lower deviations. Domestic ETF's hold a portfolio of common stocks that is intended to closely track the price performance and dividend yield of different domestic indices such as the S&P 500. International ETF's closely track the characteristics and performance of specific countries and regions outside the United States and are heavily traded on domestic exchanges. The fixed income portion of the portfolio is invested in ETF's of fixed income indices of varying maturities depending on the current interest rate outlook. A prospectus for each ETF can be obtained from your investment professional. The prospectus contains complete information on the fund's investment objective(s), the risks associated with the investment in the fund, the fees, charges and expenses involved, as well as other information about the fund. You should read and consider this information. These securities afford clients with a diversified portfolio and allow for more consistent returns versus comparable benchmarks over a market cycle.

### Performance Numbers (Net-See Footnote 3)

Period ending March 31, 2018

#### Percentage Returns (Annualized One Year and Over)

	<u>Y-T-D</u>	<u>1 Year</u>	<u>3 Year</u>	<u>5 Year</u>	<u>8.3 Year</u>
Balanced Sector Enhanced	-0.34	10.41	6.86	7.31	8.14
60 MSW/40 BCA Blended Index	-1.24	8.88	5.71	6.97	7.50

### Professional Staff

### Sector Allocation (03/31/18)

Thomas S. Mench	Chairman Chief Investment Officer	Large Cap	19.2%
		Mid Cap	19.2%
		Small Cap	0.0%
Andrea E. Mench	Vice President Portfolio Manager	International	38.4%
		RE & HA	0.0%
		Fixed Income	19.2%
Michael T. Mench	Vice President Trading	Cash	4.0%

#### Notes:

- Past performance may not be indicative of future results. Investment may lose value and results will vary.
- Performance statistics are total rates of return, including the reinvestment of dividends and capital gains.
- Returns are net of all actual costs and management fees. Mench Financial, Inc. management fees are described in Part II A of its Form ADV.
- Performance for this GIPS Compliant Composite was determined using all portfolios in this style as defined in the Compliant Presentation which will be made available upon request. There are 395 accounts with \$138.2 Million in market value, which represents 59% of our firm's total assets. Bundle Fee Accounts are 84% of the composite assets.
- The 60/40 Index assumes reinvestment of all dividends and distributions and is composed of 60% MS World GTR Index, generally considered representative of the world equity markets and 40% Aggregate Bond GTR Index represents the U.S. bond market. Inclusion of this index is for illustration purposes only. Index performance does not include transaction costs or other fees.
- The Inception date is 01/01/1999. Performance and data shown is from 01/01/2010 thru 03/31/2018.
- Mench Financial, Inc. is not associated or partnered with any other firms or individuals.

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March 31, 2018

