

CHOOSING THE RIGHT PRO-MIX® FUND



A GUIDE TO HELP
SELECT THE RIGHT ASSET ALLOCATION

Get the Most of Your Investments by Focusing on Your Goals

Choose the right blend in just four simple steps

Your ability to reach financial goals – retirement or otherwise – depends in large part on how much you save and how you choose to invest your savings over time.

With many factors in play such as your account balance, savings goal, time horizon, and risk tolerance, the right asset allocation (mix of stocks and bonds) can help you reach your goals while reducing the volatility of your portfolio.

Use this guide to help achieve a better grasp of the approach that best suits you. By answering a series of questions, you can pinpoint your risk preferences, investment style, and asset allocation. From there, you can select one of our Pro-Mix® portfolios.



Need Help

Reach out to your benefits representative to help you with this guide.



GETTING STARTED

Consider Your Personal Goals

The investment mix that works best can, and should, change as your financial journey evolves. The more time there is until you plan to use your money, the more likelihood that the ups and downs of the stock market will average out along the way. Begin by considering the following sample life phases to see which one most closely aligns with your current situation. Then move on to your specific preferences on the following pages to fine tune your personal goals.



Ready for Retirement

You have been in the workforce for 40 years and are looking to retire soon. To help replace your income, you need your money to last during retirement and are comfortable with some stock market risk. Although, you need your money to last for many years post-retirement. Losing a sizable amount in your portfolio could delay your goals so you are not looking to take on significant risk with stocks.



Near Retirement

You switched jobs after 30 years. With retirement in sight within the next 5-10 years, you have built up a sizable balance in your retirement account and are looking to moderate the risk in your portfolio. You are seeking to have a more stable rate of growth and don't feel comfortable with your investments in all stocks.



Mid-Career

You recently got promoted, which included a raise. Since you have been in the workforce for more than 20 years, you have been saving and accumulating for that entire time. You are comfortable with a moderately-balanced approach to your portfolio and are still seeking to earn a good portion of the long-term growth of the stock market with less volatility.



Early Career

You are fresh out school and beginning your career. With a long-term time horizon for investing, you feel comfortable with the volatility of the stock market so you want to grow your savings with a more aggressive approach to investing.

STEP 1

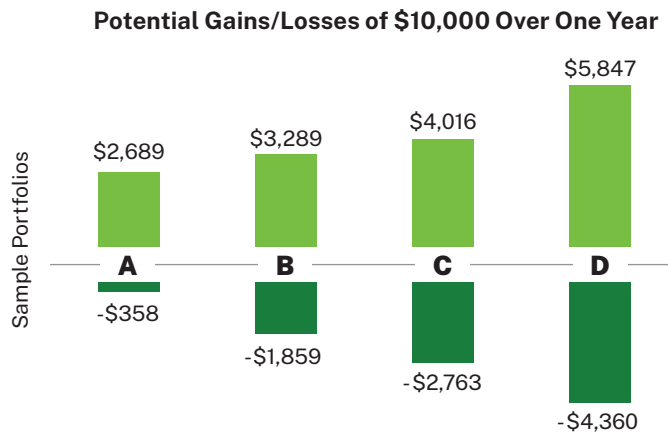
Determine Your Risk Tolerance



Stocks have the greatest potential for growth and a higher level of risk. While more stable investments, such as bonds, can help offset some of that risk, your earnings may not exceed or even keep up with inflation over time. Diversifying your portfolio with a mix of stocks and bonds can help balance growth and stability.

Risk Tolerance

- The graph below and accompanying statements show the potential gains and losses on four different portfolio choices when \$10,000 is invested over a one year period. Based on the information in this chart, which portfolio and corresponding statement best represents the risk/reward trade-off you would be willing to accept? (chart intended for illustrated purposes only)



- I want to invest conservatively with very little risk involved, understanding that I will have very limited potential for growth (0 points)
- I am willing to accept some risk in my account in order to experience returns that will typically stay ahead of inflation over time (2 points)
- I am willing to accept higher volatility in pursuit of potentially higher returns, but I want to avoid the extreme losses that can be typical of the stock market (4 Points)
- I am willing to accept fluctuations typical of stock market returns, including extended periods of loss in extreme environments, in order to maximize my returns over time (7 Points)

**Risk Tolerance
Score**

STEP 2

Determine Your Time Horizon



The longer your time horizon, or in other words, the more time there is until you plan to use your money, the more likelihood that the ups and downs of the stock market will average out along the way.

Time Horizon

2. Approximately how many years until you plan to begin making regular withdrawals from your portfolio?

- a.** 0-2 years (1 point)
- b.** 3-10 years (2 points)
- c.** 10-15 years (4 points)
- d.** 15+ years (5 points)

2. _____

3. Do you expect to withdraw more than 10% of your portfolio per year while in retirement?

- a.** Yes (-1 point)
- b.** No (0 points)

3. _____

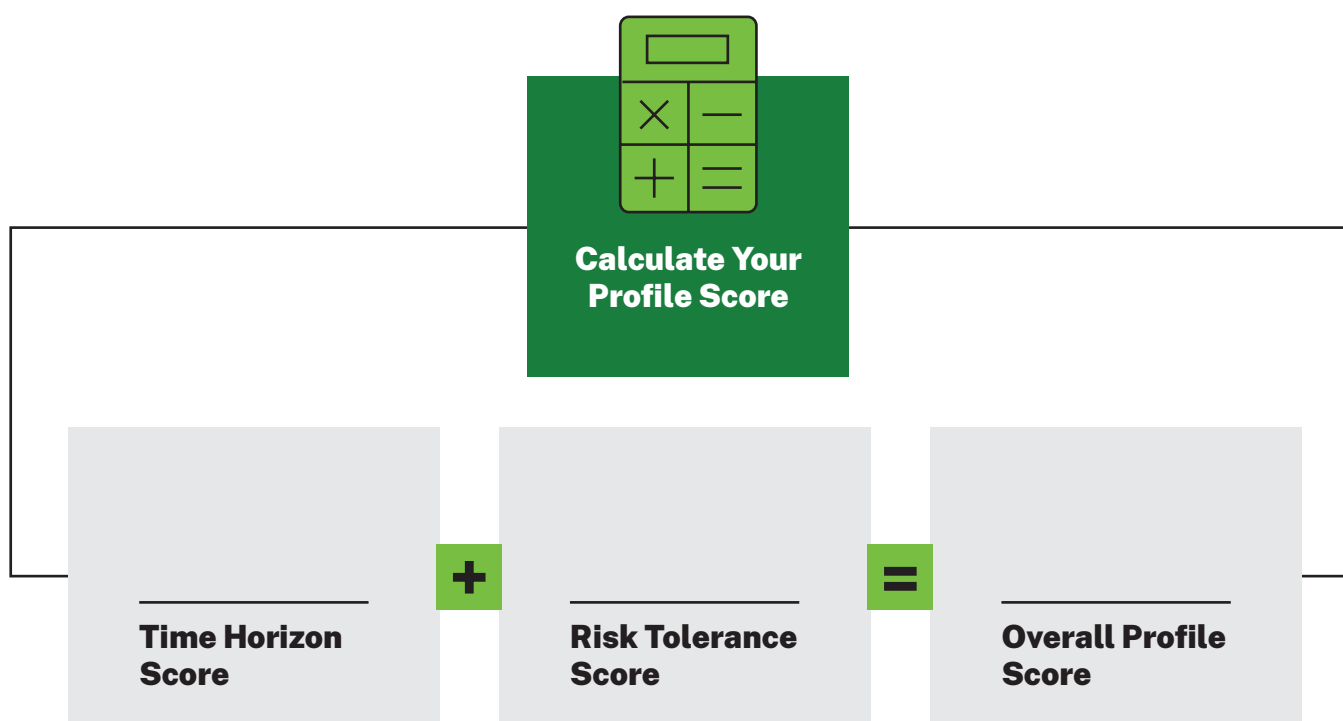
**Time Horizon
Score**
(Sum of 2 & 3)

STEP 3

Calculate Your Profile Score



Combine your risk tolerance score (from step 1) and time horizon score (from step 2) to determine your overall profile score. Match your profile score to one of the portfolios on the next page to help you select the Pro-Mix® Fund that may be the best fit for you.



Important Considerations Before Choosing Your Pro-Mix® Fund

When making your investment decision, think carefully about your overall financial picture and the fund's suitability to your goals and risk tolerance. The investment mix that works best for you at any given point in your life depends largely on your investment time horizon and your ability to tolerate risk. The more time there is until you plan to use your money, the more likelihood that the ups and downs of the stock market will average out along the way.

Inform your representative if your individual situation presents unique considerations regarding factors such as your withdrawal needs, your risk tolerance, or your other financial assets that may cause you to adjust your investment selection. Remember to periodically review your financial situation and make adjustments if your investment objectives change.

STEP 4

Choose Your Pro-Mix® Fund



**Manning & Napier
Pro-Mix® Funds**

A One-Stop Investment

A fully diversified mix of investments within a single fund where the asset allocation decisions are made for you.

Simple to Choose

Each is managed to a different investment objective, risk level, and time horizon. You simply choose the objective that best suits your current investment needs by determining your investor profile.

Proactively Managed

Experienced investment professionals carefully select and manage the mix of investments in each fund to help keep you on track as market conditions change.

Choose a Manning & Napier Pro-Mix® Fund

☐ **0-2 points**



Pro-Mix® Conservative Term (5%-35% Equities)

The Conservative Term fund follows a conservative investment approach that favors stability over growth.

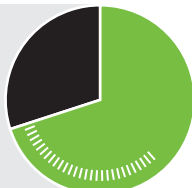
☐ **3-5 points**



Pro-Mix® Moderate Term (20%-60% Equities)

The Moderate Term fund seeks a more stable rate of growth than that of the broad stock market.

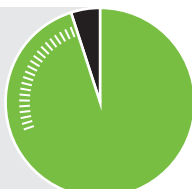
☐ **6-8 points**



Pro-Mix® Extended Term (40%-70% Equities)

The Extended Term fund seeks to earn a good portion of the long-term growth of the stock market with less volatility.

☐ **9+ points**



Pro-Mix® Maximum Term (70%-95% Equities)

The Maximum Term fund this fund seeks to earn the long-term growth typically associated with the stock market.

A Word About Risk

All investments involve risks, including possible loss of principal. Because the fund invests in both stocks and bonds, the value of your investment will fluctuate in response to stock market movements and changes in interest rates. Investing in the fund will also involve a number of other risks, including issuer-specific risk, foreign investment risk, and small-cap/mid-cap risk. Investments in options and futures, like all derivatives, can be highly volatile and involve risks in addition to the risks of the underlying instrument on which the derivative is based, such as counterparty, correlation and liquidity risk. Also, the use of leverage increases exposure to the market and may magnify potential losses.

This material is for educational purposes only and does not constitute a recommendation or investment advice. It is not impartial and does not take into account an investor's personal circumstances, or suggest any specific course of action. You should make investment decisions in consultation with your personal advisor based on your individual objectives and overall financial picture.

Please call (888) 590-6149 for additional information.



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