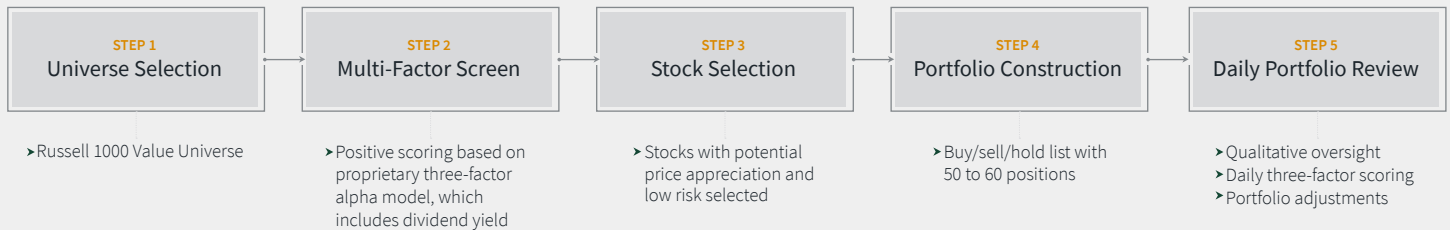


Q3 2023

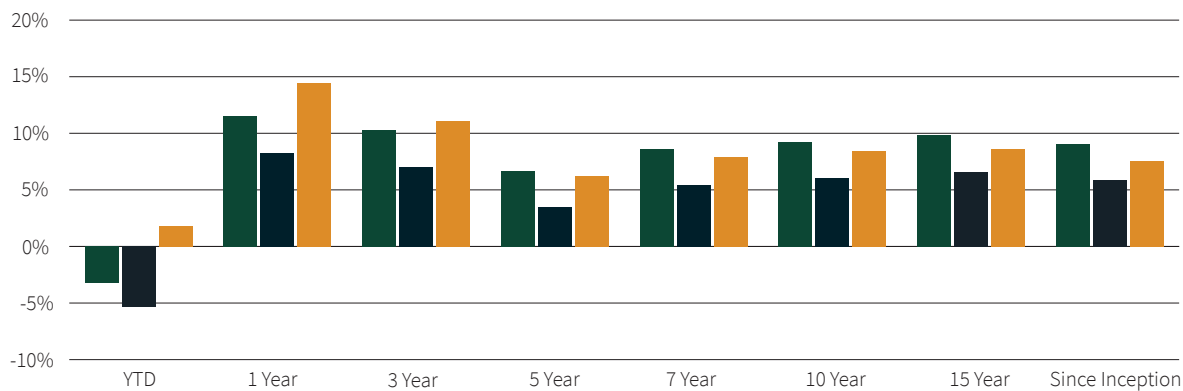
# Zacks Dividend Strategy

**Objective:** The Zacks Dividend Strategy seeks to outperform the Russell 1000 Value Index with less risk than the S&P 500. The strategy is designed to seek tax-efficient returns from both capital appreciation and dividends.

## Investment Process Summary



## Annualized Performance (April 2004 through September 2023)



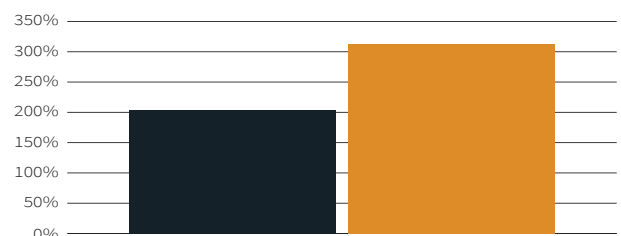
	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	15 Years	Since Inception
<b>Dividend Pure Gross*</b>	-3.19%	11.50%	10.30%	6.66%	8.63%	9.22%	9.84%	9.07%
<b>Dividend Net</b>	-5.36%	8.22%	7.06%	3.51%	5.44%	6.01%	6.62%	5.87%
<b>Russell 1000 Value</b>	1.79%	14.44%	11.05%	6.23%	7.92%	8.45%	8.59%	7.54%

## Portfolio Characteristics

- **High Yield:** Provides high current yield of 3.50%
- **Low Volatility:** Relative to the market
- **Low Turnover:** Strict buy/sell/hold discipline
- **Tax Efficient:** Most capital gains are long-term

Risk/Return Measurements VS Benchmark*		
	Zacks Net	Russell 1000 Value
Alpha	-0.76%	0.00%
Beta	0.88	1.00
Sharpe Ratio	0.32	0.40
Standard Deviation**	13.87%	15.45%

## Cumulative Performance Comparison



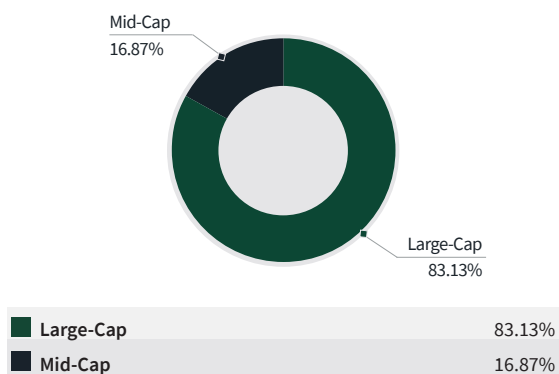
<b>Dividend Net</b>	203.97%
<b>Russell 1000 Value</b>	312.44%

Performance data shown represents past performance and is no guarantee of future value.

## Portfolio Returns

Year	Dividend Composite (Pure Gross)*	Dividend Composite (Net)	Russell 1000 Value	Dividend Composite 3-Yr St Dev	Russell 1000 Value 3-Yr St Dev	Number of Portfolios	Internal Dispersion	Total Composite Assets (\$M)	Composite % of Firm Assets	Total Firm Assets (\$M)
2022	-2.38%	-5.28%	-7.54%	18.88%	21.25%	8	1.27%	\$2,260	49.19%	\$4,595
2021	26.71%	23.03%	25.16%	16.63%	19.06%	7	0.68%	\$2,141	47.31%	\$4,527
2020	0.17%	-2.80%	2.80%	17.03%	19.62%	6	0.98%	\$1,832	50.88%	\$3,601
2019	26.35%	22.68%	26.54%	10.63%	11.85%	6	0.51%	\$2,056	56.56%	\$3,634
2018	-4.90%	-7.73%	-8.27%	10.20%	10.82%	6	0.36%	\$1,775	58.94%	\$3,011
2017	17.99%	14.54%	13.66%	10.07%	10.20%	7	0.47%	\$2,019	58.97%	\$3,423
2016	16.41%	13.01%	17.34%	10.47%	10.77%	4	0.64%	\$1,567	62.31%	\$2,515
2015	-1.20%	-4.13%	-3.83%	10.56%	10.68%	4	0.26%	\$1,265	59.57%	\$2,123
2014	11.82%	8.54%	13.45%	8.62%	9.20%	4	0.45%	\$1,332	62.77%	\$2,122
2013	36.16%	32.23%	32.53%	11.31%	12.70%	2	0.18%	\$834	56.09%	\$1,488

## Market Capitalization\*



Top 10 Holdings	
Company	Ticker
Exxon Mobil Crp	XOM
Chevron Corp	CVX
Jpmorgan Chase	JPM
Microsoft Corp	MSFT
Procter & Gambl	PG
Conocophillips	COP
Walmart Inc	WMT
Gallagher Arthu	AJG
Caterpillar Inc	CAT
Cisco Systems	CSCO

*"A high dividend-yielding strategy can help reduce volatility in a client portfolio and at the same time provide consistent and predictable returns."*

*Mitch Zacks  
Principal and Senior Portfolio Manager*

Portfolio Statistics*		
	Zacks	Russell
Price/Earnings	12.97	14.95
Price/Book	2.43	2.26
Dividend Yield	3.50%	2.42%

## Glossary

**Alpha** is a measure of the portfolio's risk adjusted performance. When compared to the portfolio's beta, a positive alpha indicates better-than expected portfolio performance and a negative alpha worse than-expected portfolio performance.

**Beta** is a measure of the volatility of a portfolio relative to the overall market. A beta less than 1.0 indicates lower risk than the market; a beta greater than 1.0 indicates higher risk than the market. It is most reliable as a risk measure when the return fluctuations of the portfolio are highly correlated with the return fluctuations of the index chosen to represent the market.

**Standard deviation** is an indicator of the portfolio's total return volatility, which is based on a minimum of 36 monthly returns. The larger the portfolio's standard deviation, the greater the portfolio's volatility.

**Market capitalization** is the value of a corporation as determined by the market price of its issued and outstanding common stock. It is calculated by multiplying the number of outstanding shares by the current market price of a share.

**Price/book ratio (P/B)** is the ratio of a stock's price to its book value per share.

**Price/earnings ratio (P/E)** is the price of a stock divided by its earnings per share.

**Sharpe Ratio** is calculated by subtracting the risk-free rate of return (10-year U.S. Treasury bond) from the portfolio's return and dividing this value by the portfolio's standard deviation. Put simply, the Sharpe ratio tells us if the portfolio returns are due to investment decisions or a result of excess risk. The greater the Sharpe ratio, the better risk-adjusted performance has been.

### Disclosure

As of 9/30/2017, the Zacks Investment Management was redefined to include all Institutional, Retail, and Wholesale accounts managed by the firm. Prior to this date and for the purposes of complying with the GIPS Standards, the firm's Institutional division was defined separately from the firm's Retail and Wholesale Division. Performance for the Dividend composite prior to 9/30/2017 consists of performance achieved at Zacks' Retail and Wholesale Division.

As of each period end, the composites consisted of 100% wrap/bundled fee paying portfolios. The number of portfolios is reported and calculated at the omnibus/wrap sponsor level. Internal dispersion is calculated at the underlying wrap portfolio level and is not presented when there is only 1 underlying wrap portfolio.

Zacks Investment Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Zacks has been independently verified for the periods 2/1/95 – 12/31/16. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firmwide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The verification reports are available upon request.

### Firm and Composite Information

Zacks Investment Management is an independent investment management firm that manages equity and fixed income portfolios. The firm is defined as all accounts managed by Zacks Investment Management's Institutional Retail and Wholesale Divisions. Zacks Investment Management is an investment advisor registered under the Investment Advisors Act of 1940 and is a wholly owned subsidiary of Zacks Investment Research. Registration does not imply a certain level of skill or training. The firm manages a variety of equity portfolios, and also manages fixed income portfolios.

The Zacks Dividend Strategy consists of between 50 to 100 stocks that are selected based on a combination of qualitative decisions and a multi-factor model. The objective of the Zacks Dividend Strategy is to provide risk-adjusted returns and diversification benefits relative to the Russell 1000 Value index. The minimum account size for inclusion in the composite is \$100,000. The Dividend Composite was created in April 2004. A complete list of composite descriptions is available upon request. If a cash flow amount

exceeds a 20% of the portfolio, that account's performance will not be included for that month. Accounts are added back into the composite the following month.

### Benchmark

The Russell 1000 Value Index measures the performance of the largecap value segment of the U.S. equity universe. It includes those Russell 1000 companies with lower price-to-book ratios and lower expected growth values. The Russell 1000 Value Index is constructed to provide a comprehensive and unbiased barometer for the large-cap value segment. The index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect value characteristics. The Russell 1000 Value Index assumes reinvestment of dividends but does not reflect advisory fees. An investor cannot invest directly in an index. The volatility of the benchmark may be materially different from the individual performance obtained by a specific investor.

Benchmark returns are not covered by the report of independent verifiers.

### Performance Calculations

Valuations and returns are computed and stated in U.S. Dollars. Results reflect the reinvestment of dividends and other earnings. Pure gross of fees returns are gross of transaction costs, management fees, custodian fees, and withholding taxes. Net of fees returns are calculated using the highest management fee paid and are presented net of a bundled fee which includes transaction costs, management fees, custodian fees, and withholding fees. The standard management fee for the Dividend strategy is 3.009% per annum. Additional information regarding fees is included in its Part 2A of Form ADV.

Internal dispersion is calculated using the asset-weighted standard deviation of all accounts included in the composite for the entire year.

The three-year annualized standard deviation measures the variability of the composite and the benchmark gross returns over the preceding 36-month period. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

\*This information is supplemental to GIPS and is based off the composite

\*\*The standard deviation shown here is calculated since inception



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