

## **Investing in Uncertain Times** Position for Growth & Stability





Source: The Bespoke Report 2/11/22. BespokePremium.com

# Agenda

Current Environment Top Investor Concerns Alternatives





# Who is FundX?

Woman-owned firm with 50-year history of helping investors build wealth and meet lifelong investment goals.



## FundX Investment Group

Since 1969

#### **NoLoad Mutual Fund Pioneer**

• One of the first advisors to use noload mutual funds to manage client accounts.

#### **Evidence-Based Approach**

• Time-tested momentum strategy supported by decades of academic and industry research.

### **Empowering Enterprising Investors**

• Publishers of NoLoad FundX newsletter since 1976.



## **Guidance for Individual Investors**



#### NoLoad Fund X January 2021 Data to 12/31/20

#### What's Working

Small-cap and foreign stocks led in December, as market leadership continued to move away from US large-cap growth stocks.

Among diversified Class 3 funds, large-cap growth and convertible securities funds are still top ranked along with value, mid-cap, global and foreign funds.

In Class 2, most of the Buys are now small-cap and international funds.

Asia funds led the way in Class 1; auto, tech, retail and consumer sector funds are also highly ranked.

#### Fixed Income

Interest rates were stable in December, which led to zero-to-low returns on government bond funds, both intermediate and short term. But funds holding riskier bonds, such as high yield and world bond funds, gained about 1.75% on the month, buoyed by continued gains in the equity market. Emerging market bond funds led the way, with a jump of 2.32% for the month. Unexpected Gains One of the wildest years in history brought plunges, improbable rebounds, and human tragedy. Forecasts proved worthless. Investors needed to have a solid plan and an active strategy to stay the course in 2020, and those who did were duly rewarded.

MARKETS

Stocks climbed to all-time highs and ended the year with strong gains: the S&P 500 was up 18.4%, the DJIA gained 9.6%, and the tech-focused Nasdaq 100 rose an astonishing 48.6%. Small-cap stocks lagged for most of the year, but a strong fourth quarter rally led the small-cap Russell 2000 Index up 20.0%. Most major asset classes posted gains, despite nearly all losing ground in the first quarter decline.

Last year's gains seemed far-fetched in the bear-market days of March before the current bull market began. Compared to other bull markets, it's still the shortest bull market by far, but its strength has already surpassed two others. Will the market strength continue into 2021? Pundits and

forecasters are more than willing to make predictions. Our best advice is to ignore them and stick to your long-term plan. Don't be distracted by headlines.

Another question facing active investors today is, will largecap growth stay in favor? Through most of 2020, growth funds led the market, thanks to low interest rates, investor appetites for growth, and optimism for mega-cap tech. However, since the end of August, value has outperformed as hopes of reopening pandemic-affected economies made cyclicals and other underpriced stocks more attractive. November's drastic rotation into small-cap and value stocks, fueled by the post-election relief and the vaccine announcements could



A Publication of FundX Investment Group. Professional Money Management Since 1969

## FOR ACTIVE INVESTORS IN A CHANGING WORLD

FundX—

#### What's going on with the stock market?

Stocks were up again in May, despite economic and social turmoil. Major US market indexes are up more than 35% since the March lows. Is this normal?

<u>Click here</u> to get our monthly take on the markets. You'll learn which stocks have done best this year so far, what's pushing the market higher, and who should be buying stocks right now.

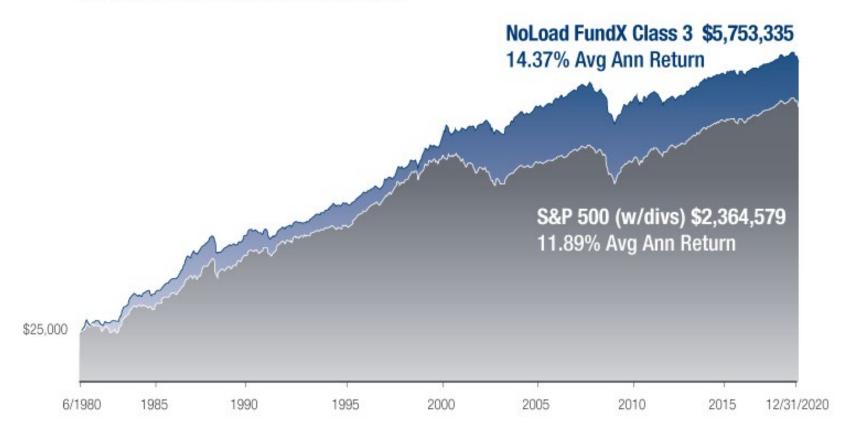




## NoLoad FundX Class 3 vs S&P 500

## NoLoad FundX Class 3 vs S&P 500

Growth of \$25,000 from 6/30/1980 to 12/31/2020



See Disclosure 1. Model Portfolio Performance Calculated by Hulbert LLC.



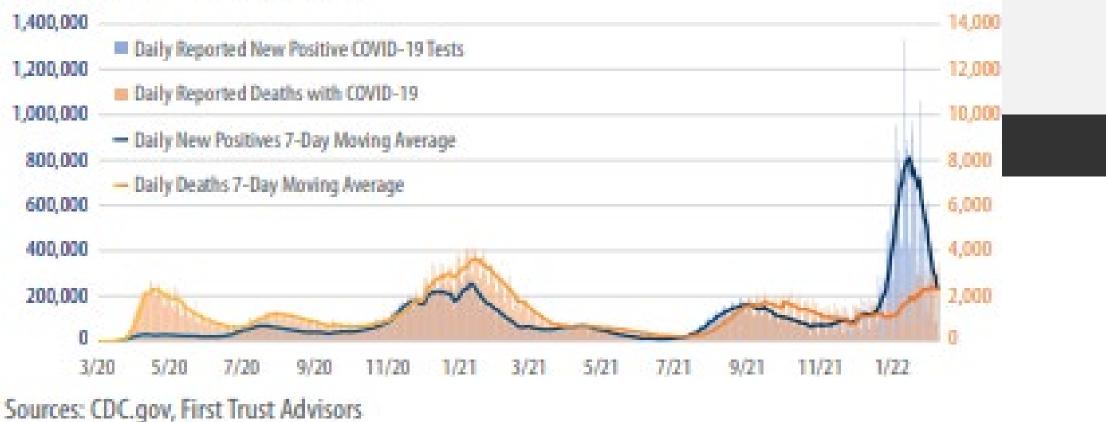
# **Today's Environment**

- Focus on What You Can Control
- Build Safeguards Into Your Plan



## Daily Reported New Positive COVID-19 Tests vs. Daily Reported Deaths from COVID-19 in the U.S.

#### March 1, 2020 - February 8, 2022











Fund 3

Source: The Bespoke Report 2/11/22, page 1. BespokePremium.com

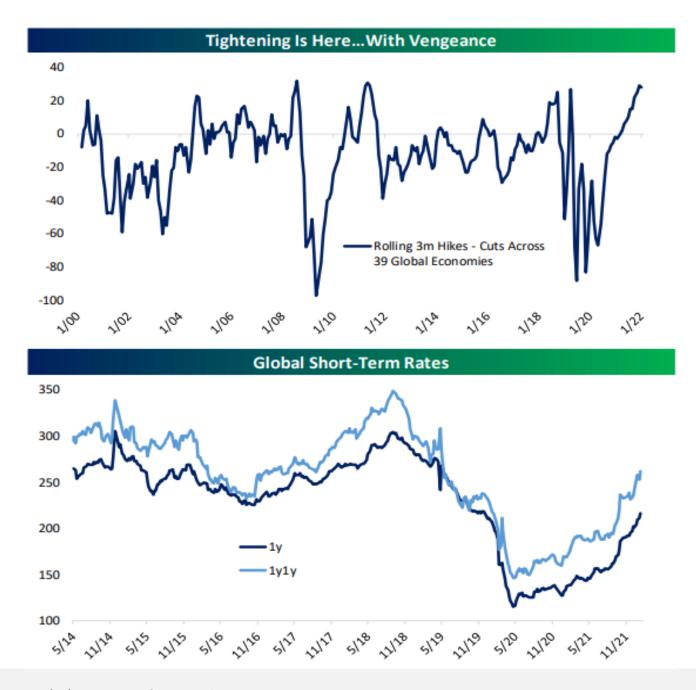
US Rel	US Related							
ETF	Description	This Week	YTD	Mths				
SPY	S&P 500	-1.92	-7.34	14.14				
DIA	Dow 30	-1.07	-4.39	12.22				
QQQ	Nasdaq 100	-3.17	-12.87	4.11				
IJН	S&P Midcap 400	0.71	-6.98	5.35				
IJR	S&P Smallcap 600	1.21	-7.23	1.42				
IWB	Russell 1000	-1.73	-7.58	10.94				
IWM	Russell 2000	1.22	-9.74	-10.55				
IWV	Russell 3000	-1.60	-7.69	9.47				
IVW	S&P 500 Growth	-3.25	-12.00	10.64				
IJK	Midcap 400 Growth	0.56	-10.03	-3.22				
IJT	Smallcap 600 Growth	0.77	-10.66	-6.33				
IVE	S&P 500 Value	-0.56	-2.07	17.44				
IJ	Midcap 400 Value	0.88	-3.79	14.34				
IJS	Smallcap 600 Value	1.61	-3.98	9.25				
DVY	DJ Dividend	-0.31	1.67	25.47				
RSP	S&P 500 Equalweight	-0.40	-4.69	16.95				
XLY	Cons Disc	-2.37	-11.94	6.50				
XLP	Cons Stap	-0.84	-2.41	17.61				
XLE	Energy	2.08	26.72	67.30				
XLF	Financials	-0.29	2.41	30.44				
XLV	Health Care	-1.44	-7.45	13.67				
XLI	Industrials	-0.95	-6.29	12.08				
XLB	Materials	1.01	-7.34	16.20				
XLK	Technology	-3.03	-11.00	13.10				
XLC	Comm Services	-2.80	-10.94	-4.11				
XLU	Utilities	-2.08	-6.32	9.61				

Source: The Bespoke Report 2/11/22. BespokePremium.com

## Outlook Uncertain

Megatrends that were already in place have been accelerated.







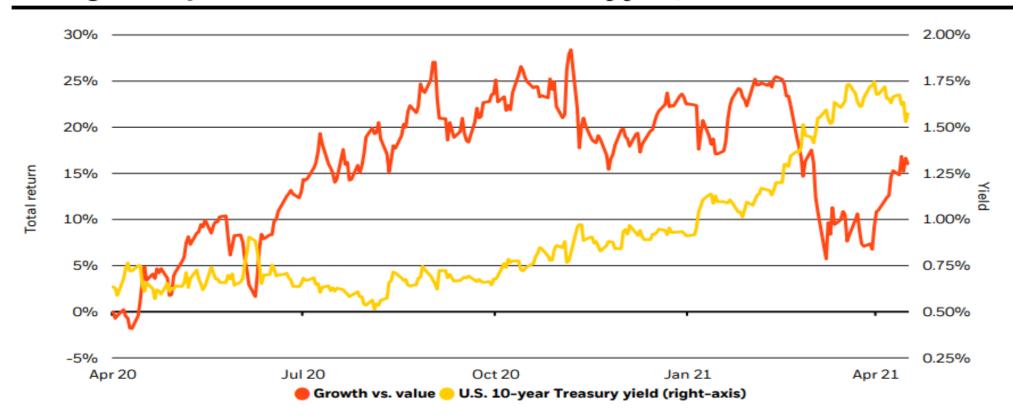
#### No Tidy Profit Stocks ranked most profitable look anything but in 2022





#### **Market leadership has changed quickly**

The sharp reversal of value's underperformance relative to growth as the cyclical rally accelerated has been a stand-out feature of year-to-date market moves.



#### Global growth equities relative to value and U.S. Treasury yield, 2020-2021

Past performance is no guarantee of future results. Source: BlackRock Investment Institute, with data from Refinitiv Datastream, April 2021. Note: The orange line shows cumulative MSCI World Growth total return minus MSCI World value. The yellow line shows the yield on the U.S. 10-year Treasury. Indices are unmanaged and do not account for fees. It is not possible to invest directly in an index.



# After Covid-19

More Digital Less Global More Sustainable





Growing Immediacy of Climate Change Growing Preference for Sustainability Impact Investing Resonates





## **Consumption habits are changing**

of se wa so pr

of shoppers begin product searching online (when they want to learn about something or purchase a product or service.)

Retaildive, 2018



of smartphone users switched to a different carrier as a result of information the found in a search.

Google's "Micro-moments" study, 2015



## And those habits are having an impact on business

of consumers say they would change their consumption habits to reduce their impact on the environment.<sup>1</sup>

88%

of consumers want brands to help them live sustainably.<sup>2</sup>



73%



Successfully forecasting longterm market, sector and entityspecific trends increasingly requires a comprehensive understanding of relevant ESG factors and their potential financial effects.



## **Defining ESG**



For illustrative purposes only.



# ESG helps manage risk

ESG investing does not propose being good for goodness's sake.

Instead, it advocates being good so as to have better returns.

Who Cares Wins: Connecting Financial Markets to a Changing World. Report facilitated by the UN Global Compact.



## Sustainability = Profitability

Sustainability issues affect a company's bottom line

Criteria	ESG Benefit	Company Benefit	
Better labor practices & workplace safety	Keeps workers safe	<ul><li>Fewer Product defects</li><li>Fewer boycotts or recalls</li></ul>	
Renewable energy	<ul> <li>Lower emissions</li> <li>Cleaner air</li> <li>Less reliance on fossil fuels</li> </ul>	Lower operating costs	
Gender and racial diversity on corporate boards/executive teams	Promotes equality	• Studies find companies with more diversity in management are more profitable	



## A Changed World

Citigroup is adding an investment banking division focused on sustainability after its coronavirus experience.

"The current Covid crisis will elevate the importance of ESG to our clients, as they increasingly focus on more sustainable and resilient strategies."

--Tyler Dickson and Manuel Falco, Global co-heads of Citigroup's banking, capital-markets, and advisory group



# The opportunity

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# Sustainable Portfolios Perform Just as Well

2,000 studies found a positive link between sustainability and good financial performance.

"ESG and Financial Performance: Aggregated Evidence From More Than 2,000 Empirical Studies" 2015, Deutsche Asset & Wealth Management and Hamburg University



## Sustainable investing has provided competitive performance

Annualized performance of ESGU since inception: 12/1/2016 – 2/10/2022



Index performance is for illustrative purposes only. Index performance does not reflect any management fees, transaction costs or expenses. Indexes are unmanaged and one cannot invest directly in an index. Past performance and does not guarantee future results. Investment return and principal value will fluctuate with market conditions and may be lower or higher when you sell your shares. Current performance may differ from the performance shown. For most recent month-end performance see <u>www.iShares.com</u>. For standardized performance information,. Please see the end of this document.

Source: Morningstar as of 9/30/2020. Annualized NAV; comparison against the iShares ESG Aware MSCI USA ETF and the S&P 500 from the time of ESGU's inception. The MSCI USA Index is the parent index of ESGU's index. S&P 500 Index shown for illustrative purposes only. Correlation time period is since inception, using daily returns. There may be material differences between the fund's index and the index shown including without limitation index provider, holdings, methodology and performance.



# **Top Investor Concerns**

The World will never be the same
 Overwhelmed: Too many choices
 Dread: Market Declines

4. Worry: Will My Money Last?



# Hand Internation to News to Information to News News +++ Inf News +++ Inf

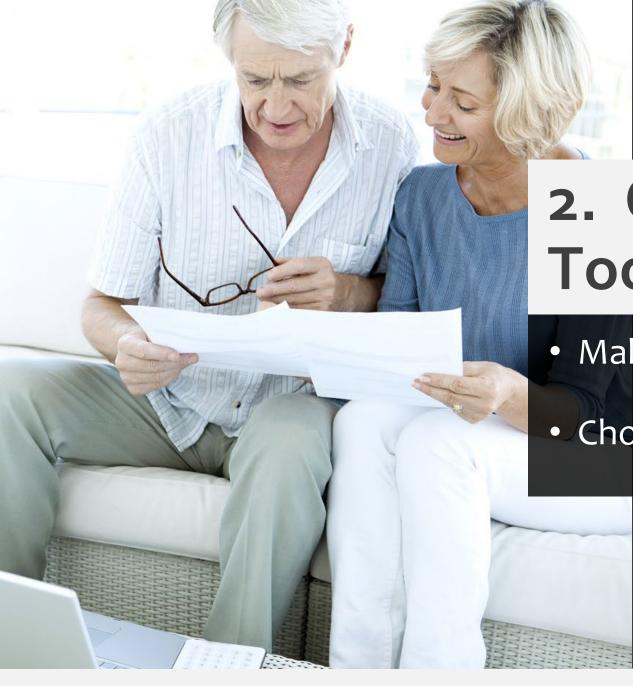
• The news doesn't help you get ahead.

Headlines disproportionately focus on market declines, even though markets are up more often than down.



# Investing Without a Crystal Ball





# 2. Overwhelmed: Too many choices

- Make a plan (many work)
- Choose one--and stick to it!



# Focus on What You Know

- Play the hand you are dealt
- Know what to buy
- Know when to sell



## **Three-Step Investment Process**

A disciplined response to changing markets that seeks to capitalize on major market trends.

Step 1



We screen thousands of mutual funds and ETFs to identify funds that we'd be willing to invest in when they are doing well. Step 2



We classify funds by risk level in order to separate the most aggressive funds from the most conservative. BUY

Step 3

We rank funds by recent returns and invest in the top-ranked funds. We sell funds that don't continue to perform and reinvest in new top funds – a process we call Upgrading.



## What's Working Now

BUYS

## **FundXpress** Upgrading at a Glance

#### **RANKS AS OF 1/31/2022**

Lower-ranked funds can be found on pages 6-13

	CLASS 1 AGGRESSIVE/SECT		NDS		CLASS 2 AGGRESSIVE F				CLASS CORE, DIVERSIFIE		IDS	тот	CLASS A		FUNDS
	RANK FUND	TICKER	REDP	RA	NK FUND	TICKER	REDP	RAI	NK FUND	TICKER	REDP	RAN	NK FUND	TICKER	REDP
) - )	<ol> <li>Fidelity Sel Energy</li> <li>SPDR Energy</li> <li>Vang Energy</li> <li>Vang Energy</li> <li>iShrs US Energy</li> <li>Fidelity Natural Resources</li> <li>iShrs NA Natural Res</li> <li>Fidelity Sel Banking</li> <li>FlexShrs GI Upstrm NatRes</li> <li>Fidelity Sel Fin Svs</li> <li>SPDR S&amp;P Region Bank</li> <li>TRPrice Fin Svcs</li> <li>Fidelity Sel Insurance</li> <li>Hennessy Gas Util Idx</li> <li>iShrs US Cnsmr Staples</li> <li>SPDR Financial</li> </ol>	XLE VDE IYE FNARX IGE FSRBX GUNR FIDSX KRE PRISX FSPCX	None* ETF ETF None* ETF None* ETF None* None* None* ETF None* ETF	2 3 4 5 6 7 8 9 10 11 12 13 14	Hennessy Sm Cp Fin Invesco Hi Yld Eq Div Achv Fidelity Val Strat Oakmark Select Invesco S&P 500 Qual Fidelity LoPrice Stk WTree US SmCp Div AMG Yacktman Foc Ariel Appreciation AmBeacon Sm Cap Val Pax US Sustainable Econ Vang SmCp Val OakA WhiteOak Sel Gr Janus Hndrsn Overseas	PEY FSLSX OAKLX SPHQ FLPSX DES YAFFX CAAPX AVPAX PXWGX VBR WOGSX JAOSX	None* ETF None* ETF None* ETF None* None* None* (None* ETF (None* None*	2 3 4 5 6 7 8 9 10 11 12 13 14	Invesco SP500 Pure Val iShrs Sel Div Dodge & Cox Stock Invesco Dyn Lg Cap Val TRPrice Equity Inc Vang Windsor iShrs Core Hi Dividend Fidelity Gro & Inc Muhlenkamp Vang Equity Income Fidelity Eq Div Inc TCW Relative Val Div Vang Hi Div Yield Artisan Value Investor WTree US LgCp Div	PWV PRFDX VWND2 HDV FGRIX MUHL2 VEIPX	ETF ETF None* ETF None* (None* ETF None* None* None* ETF None* ETF None* ETF	2 3 4 5 6 7 8 9 10 11 12 13 14	Buffalo Flex Inc Dodge & Cox Bal Fidelity Strat RlRet Oakmark Eq & Inc Invesco S&P500 Buy Wrte AmBeacon Bal Hennessy Eq Inc Fidelity Real Est Inc Greenspring FPA Crescent TETON WWd Balanced Gugh Mlt-Hdg Stgy Leuthld Cor Invest Vang Wellesley Inc Chartwell Income	AABPX HEIFX FRIFX GRSPX FPACX WEBAX RYMSX LCORX VWINX	None* None* None* ETF None* None* None* 90d:2% None* None* 5d:2%
	16 Fidelity Sel Semicon 16 iShrs US Financials	FSELX IYF	None* ETF	16	Northern Sm Cap Val SPDR EmgMkt SmCp Janus Hndrsn Gl Sel	EWX	ETF None*	16	Oakmark Fund Vang Value		( None* ETF	16	Janus Hndrsn Balanced Fidelity Bal	BERIX JABAX FBALX	None* None* None*





## What's Working Now – Above-Average Risk

Star Boxes: Five-fund Portfolios (data as of 1/31/2022)

CLASS 1 - Aggressive/Sector Stock Funds								
TRADES THIS MONTH								
VanEck Vect Semicon	SMH	Se	II All (Boug	ght 12/3/19)				
SPDR Energy	XLE	Bu	ıy 30.4%					
Current Portfolio	Ticker	%	Rank	Trade Date				
Fidelity Sel Brokerage	FSLBX	20.1	Hold	9/2/21				
Fidelity Sel Energy	FSENX	21.8	Buy	12/2/21				
Fidelity Sel Semicon	FSELX	10.1	Hold	9/2/21				
iShrs US Home Construc	ITB	17.6	Sell	1/4/22				
SPDR Energy	XLE	30.4	Buy	2/2/22				

#### CLASS 2 - Aggressive Stock Funds

#### NO TRADES THIS MONTH

Current Portfolio	Ticker	%	Rank	Trade Date
Fidelity Val Strat Hennessy Sm Cp Fin	FSLSX HSFNX	19.0 19.9	Buy Buy	1/4/22 6/2/21
Invesco S&P 500 Qual	SPHQ	18.9	Buy	1/4/22
Oakmark Select	OAKLX	23.4	Buy	8/3/21
Pax US Sustainable Econ	PXWGX	18.8	Buy	1/4/22



## What's Working Now – Market-Level & Lower than Average Risk

Star Boxes: Five-fund Portfolios (data as of 1/31/2022)

CLASS 3 - Core Stock Funds	
NO TRADES THIS MONTH	

Current Portfolio	Ticker	%	Rank	Trade Date
Fidelity Value	FDVLX	22.8	Hold	4/5/21
Invesco S&P500 Pure Gr	RPG	17.5	Sell	12/2/21
Jensen Quality Gr	JENSX	20.5	Hold	1/4/22
Oakmark Fund	OAKMX	21.0	Hold	7/2/21
SPDR Port SP500 Gr	SPYG	18.2	Sell	12/2/21

#### CLASS 4 - Total Return Funds

#### NO TRADES THIS MONTH

Current Portfolio	Ticker	%	Rank	Trade Date
Fidelity Balanced	FBALX	19.0	Hold	12/2/20
Fidelity Puritan	FPURX	19.4	Hold	9/2/20
Fidelity Real Estate	FRIFX	18.7	Buy	8/3/21
Greenspring	GRSPX	21.7	Buy	6/2/21
Oakmark Eq & Income	OAKBX	21.2	Buy	6/2/21



## Monthly Upgrader Portfolio (MUP)

#### Recommended Stock Portfolio (data as of 1/31/2022)

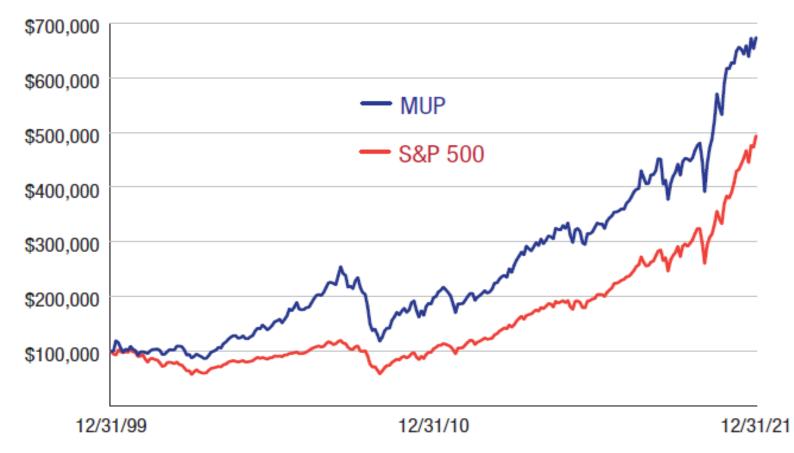
Name	Ticker	%	Rank	Buy Date
Fidelity Sel Brokerage	FSLBX	2.1	Hold	9/2/21
Fidelity Sel Energy	FSENX	2.2	Buy	12/2/21
Fidelity Sel Semicon	FSELX	1.0	Hold	9/2/21
iShrs US Home Construc	ITB	2.0	Sell	1/4/22
SPDR Energy	XLE	2.9	Buy	2/2/22
Total in Class 1		10.2%		
Fidelity Val Strat	FSLSX	3.7	Buy	1/4/22
Hennessy Sm Cp Fin	HSFNX	4.6	Buy	6/2/21
Invesco S&P 500 Qual	SPHQ	3.6	Buy	1/4/22
Oakmark Select	OAKLX	4.2	Buy	8/3/21
Pax US Sustainable Econ	PXWGX	3.6	Buy	1/4/22
Total in Class 2		19.7%		
Amana Growth	AMAGX	10.3	Sell	1/4/22
Fidelity Value	FDVLX	11.6	Hold	3/2/21
Invesco S&P500 Pure Gr	RPG	8.5	Sell	12/2/21
iShrs S&P500 Gr	IVW	9.2	Sell	12/2/21
Jensen Quality Gr	JENSX	10.4	Hold	1/4/22
Oakmark Fund	OAKMX	10.9	Hold	5/4/21
SPDR Port SP500 Gr	SPYG	9.2	Sell	12/2/21
Total in Class 3		70.1%		
Performance as of 1/31/2	2022	MUP	S&P	500 (SPY)
1 Month Return:		-5.4%		-5.3%
Year-to-Date (YTD) Return:		-5.4%		-5.3%
12 Month Return:		3.5%	:	23.2%
Since Incep. (3/25/98) Ann	10.7%		8.0%	

- See Disclosure 1. Model Portfolio Performance at slides 81 & 82.
- Source: NoLoad FundX Newsletter February 2022. Data to 1/31/2022. A publication of FundX Investment Group. Page 2

Source: NoLoad FundX Newsletter February 2022. Data to 1/31/2022. A publication of FundX Investment Group. Page 2



#### Long-term Performance of MUP 2000-2021







#### **Don't Forecast**

Accept the market's trends whether or not we understand the reasons for these trends.

### Realize the Market Will Change

Stay alert in order to recognize changes in the market environment.

#### **Move Incrementally**

Rotations generally occur in fits and starts and are confirmed over time.





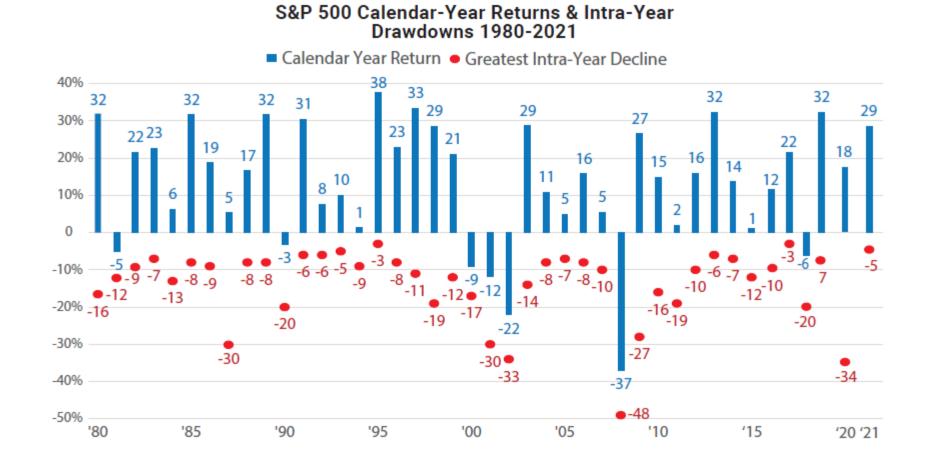
# 3. Dread: Sell-Offs

• Manage your expectations

• Don't try to time the markets.



### S&P 500 Calendar Year Returns & Intra-Year Drawdowns 1980-2021



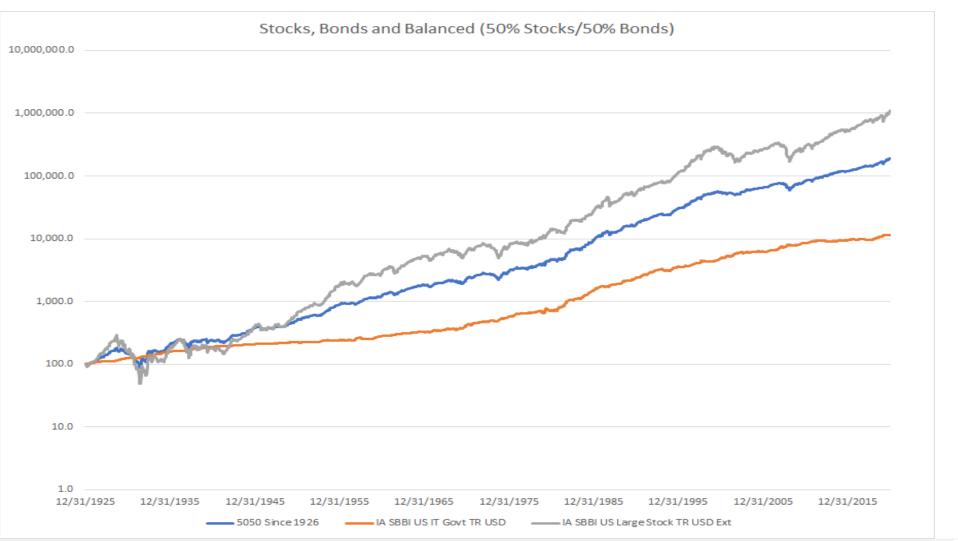
# Returns

#### Data Source: Morningstar



### **Balance Risk & Volatility**

A balanced portfolio of stock and bond funds can help you build wealth & mitigate risk



Balanced account 50% S&P 500, %50 Bloomberg Barclays Aggregate Bond Index.

See Disclosure 2 at slide 83.

Chart data goes to 12/31/2020



### Flexible Income Strategy

#### Bond markets change

Depending on economic factors, like interest rates.

### Different areas of the bond market do well at different times

No one bond fund can consistently produce competitive returns.

### Focus on areas that are excelling in the current market

Incorporate limited exposure to different types of bond funds



### Monthly Flexible Income Portfolio (MFIP)

#### CURRENT PORTFOLIO Ticker %

Name	Ticker	%	Buy Date
Janus Henderson AAA CLO	JAAA	8.8	2/2/22
Total in Ultra-Short Term		8.8%	
DoubleLine Total Return	DLTNX	9.9	12/2/21
Total in Intermediate Term		9.9%	
AmBeacon SP Flt Rate	SPFPX	9.7	2/2/22
Total in Floating Rate		9.7%	
Osterweis Strat Inc	OSTIX	10.0	8/4/20
Thompson Bond	THOPX	9.6	2/2/21
Total in Strategic		19.6%	
Fidelity Capital and Income	FAGIX	10.9	7/2/20
SPDR BBG Barc HiYld Bnd	JNK	9.2	6/2/20
Total in High Yield		20.1%	
Fidelity Real Estate	FRIFX	10.2	9/2/20
Merger Fund*	MERFX*	10.8	2/2/22
Vanguard Wellesley Inc	VWINX	10.9	7/2/19
Total in Low Volatility Equity	Funds	31.9%	
Performance as of 1/31/202	2 MFIP	BBg Ag	g Bond (AGG)
1 Month Return:	-2.2%		-2.0%
Year-to-Date (YTD) Return:	-2.2%		-2.0%
12 Month Return:	3.5%		-3.0%
Since Incep.(8/5/05) Annualize	ed: 4.7%		3.8%

See Disclosure 1. Model Portfolio Performance at slides 81 & 82.

Source: NoLoad FundX Newsletter February 2022. Data to 1/31/2022. A publication of FundX Investment Group. Page 3.

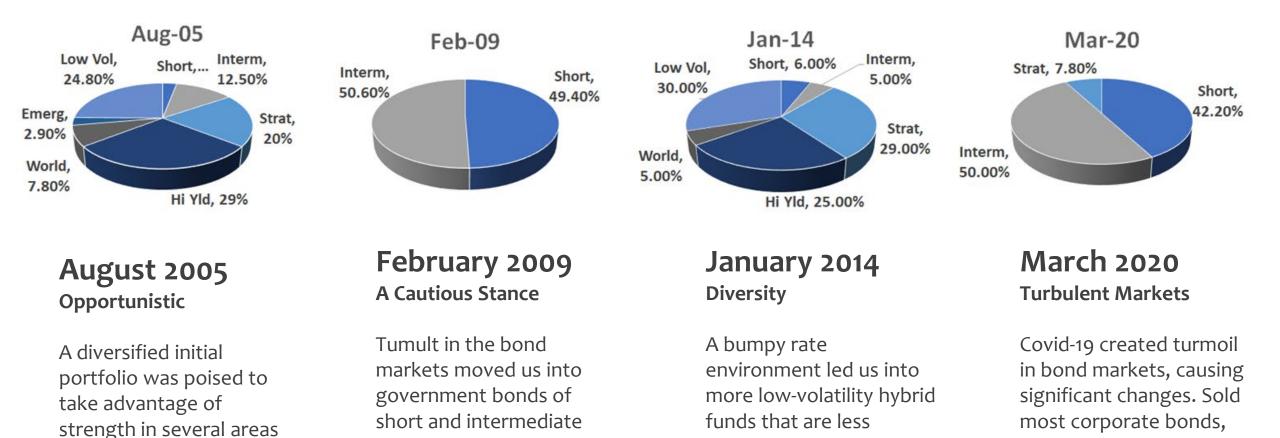


### **Flexible Income Portfolio Changes**

duration.

of the market.

Short Interm Strat HiYld World Emerg Low Vol



interest-rate sensitive.

Fund Kets CHANGE

now mainly Treasuries.

### Flexible Income Adapts to Changing Markets

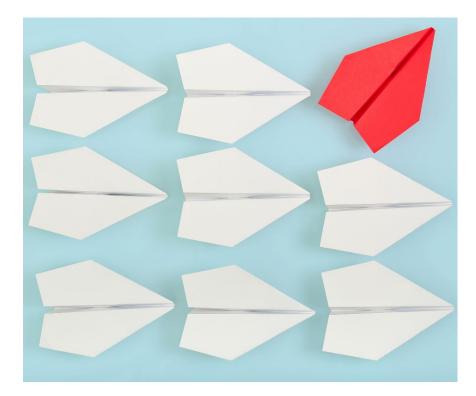
#### Following Momentum in High-Yield Bonds





### What are Alternative Funds?

A variety of alternatives are appealing because they aren't as correlated to stock and bond markets

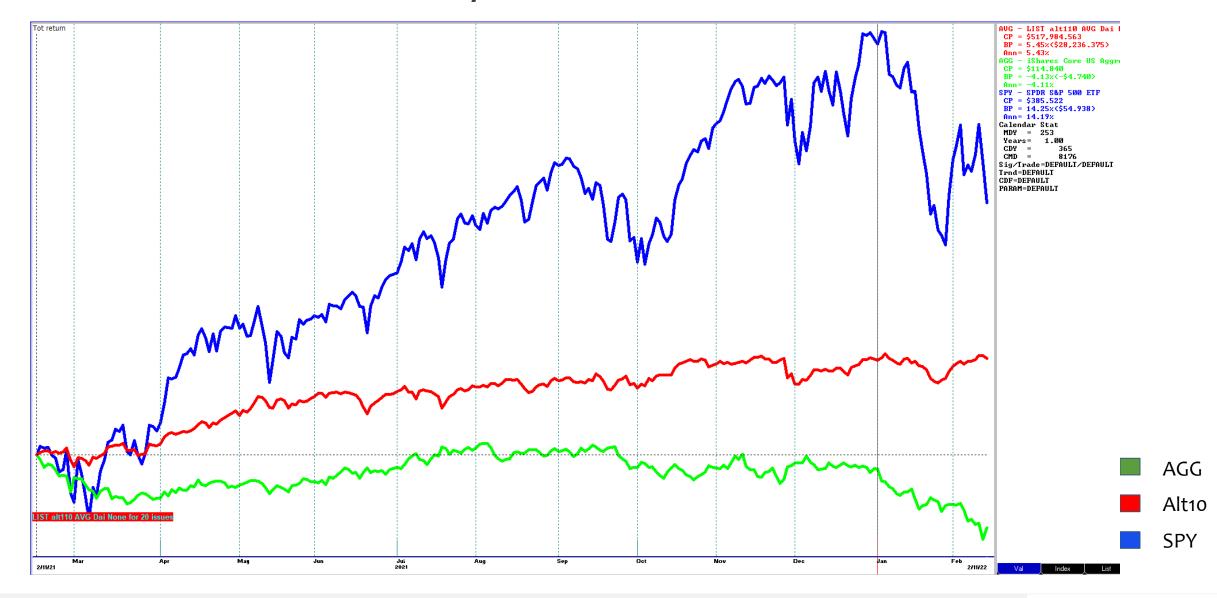


Different kinds of alternative funds

- Merger/arbitrage funds (MERFX)
- Long/short funds (FFTGX, LCSIX)
- Alternative asset funds (PRPFX)
- Multi Alternative funds (BIMBX)

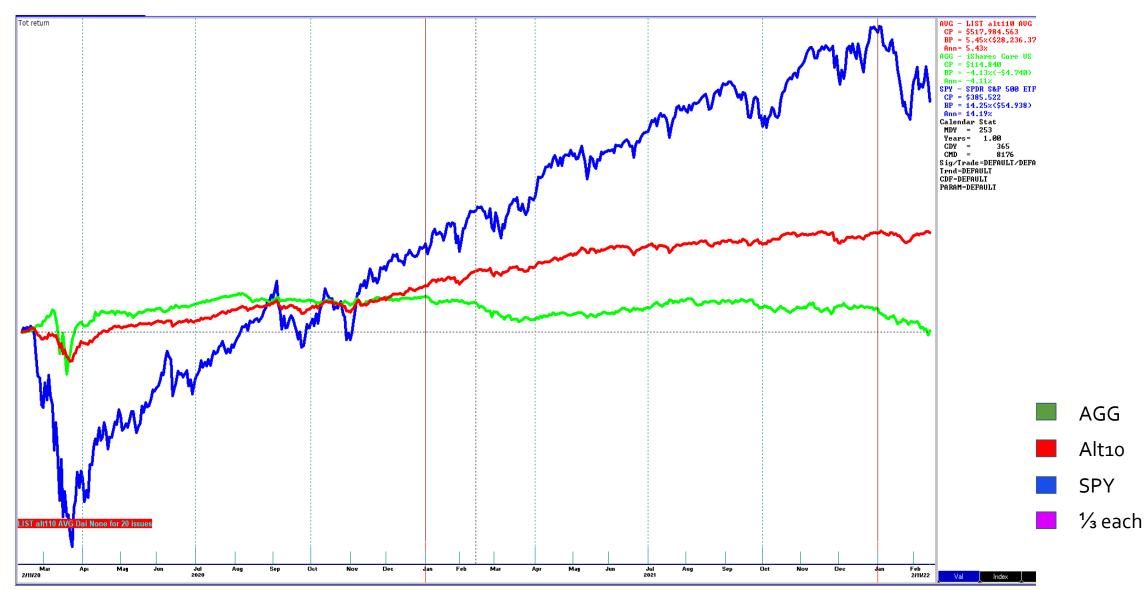


Stocks, Bonds & Alternatives - 1 Year





Source: FastTrack

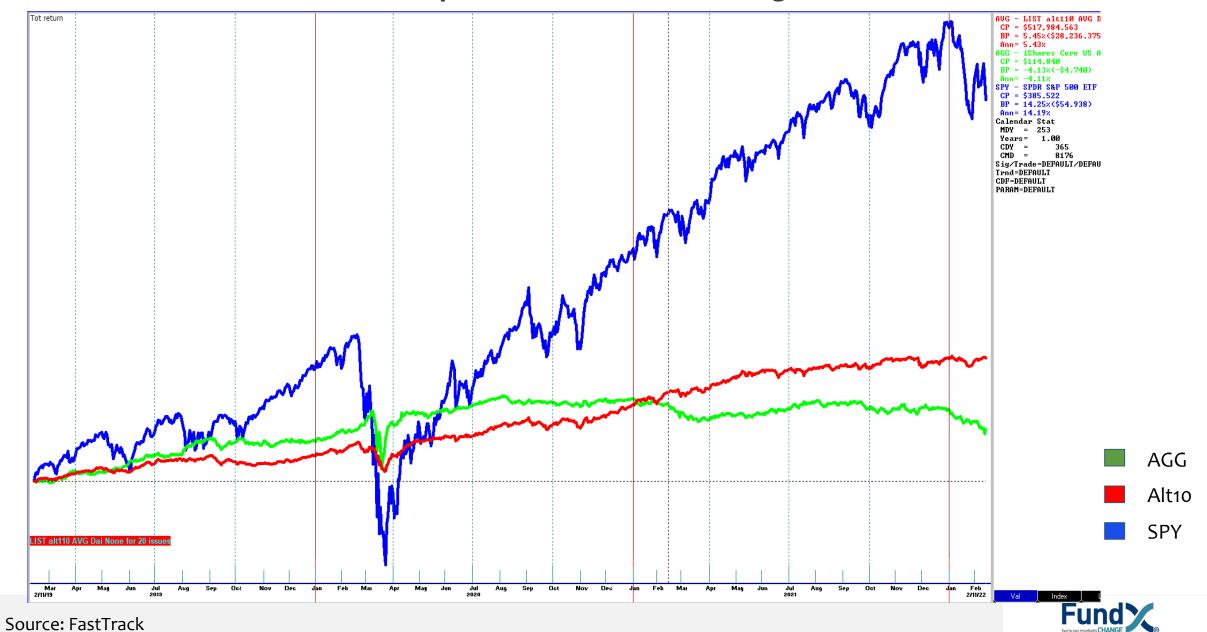


#### Alternatives Add Value in Extreme Market Declines - 2 Year Period

Fund Kerschange

Source: FastTrack

#### Stocks, Bonds & Alternatives - 3 Years



### **Benefits of Diversification with Alternatives**

Low correlation to bonds

- We've experienced a favorable bond market the past decade.
- Bonds are not expected to continue the gains of the past decade.
- Interest rates are expected to rise, hurting bonds.

Lower volatility than stocks

- Strong US stock market the past decade.
- Stock volatility is expected to continue going forward.
- There is still much uncertainty about economic growth and corporate earnings.



# 4. Worry: Will My Money Last?

- Set an asset allocation to fund your goals
- Build safeguards into your plan



# **Financial Planning**



Starting out: Working professionals

- How much should I be saving and where should I put it?
- How should I manage my debt?
- Should I sell my stock options/awards?
- What's the best way to fund my upcoming goals - marriage, new home?
- Should I contribute to an IRA or an HSA or both?



Mid-Life Focus: Career & family

- Am I being tax efficient with my income and savings?
- How do I best plan for and fund my kids' college education?
- Do I have sufficient emergency reserves?
- Do I have enough liability insurance (life, disability, umbrella)?
- Do I need a living trust?



#### Your Second Act: Retirement

- Can I retire now or should I wait a few more years?
- What's the best way to replace income in retirement?
- How do I plan for health-care costs? Is my health care/Medicare coverage enough?
- When I stop working, which account should I withdraw from?
- When should I take Social Security?

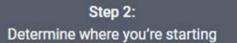


# **Financial Planning Process**

Step 1: Decide where you're going



What are your goals for yourself, your family, and your future?





Review your budget, organize your accounts, and analyze your investments. Identify the optimal amount of risk for your plans to be successful. Step 3: Map out how to move forward



Stress-test your plans to make sure they're solid, and start to implement your plan. Step 4: Monitor your progress



Adapt to changes in the market and in your life.





- ✓ Risk assessment ✓ Advisor funds & strategies
- ✓ Asset allocation ✓ Financial planning
- $\checkmark$  Active management  $\checkmark$  Continuity for your family
- ✓ Tax-loss harvesting ✓ Behavioral coaching to keep you on track
- ✓ Rebalancing ✓ Expert trading & client service



# **Takeaways for Success**

Be realistic—no one can tell the future.

Focus on what you can control.



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Disclosure 1 (applies to slides 6, 40, 41, 51)

1) NoLoad FundX is a newsletter published by FundX Investment Group and incorporates the firm's Upgrading strategy. The performance data shows model portfolio performance results calculated by Hulbert Ratings, LLC and Hulbert Financial Digest, independent data services that track the performance of investment newsletters. Hulbert began tracking NoLoad FundX in mid-1980.

The performance results do not represent actual trading and may not reflect the impact that material economic and market factors might have had on FundX's decision-making if FundX were actually managing clients' money. The performance results do not reflect the deduction of advisory fees, brokerage or other commissions, taxes, and any other expenses that a client would have paid or actually paid. Funds and ETFs included in the newsletter are segregated into risk classes based on historical volatility. Class 1 is invested primarily in sector and specialized stock funds; high risk and volatility. Class 2 is invested primarily in stock funds seeking capital appreciation; above average risk and volatility. Class 3, invested primarily in stock funds seeking long term capital appreciation (average risk), is FundX's recommended risk category for building a core portfolio of mutual funds for long-term growth.

The average annual return reflected in the performance chart (14.37%) is the average annual return for Class 3 funds for the period shown. As with all historical data, past performance is not an indication of future results.



Disclosure 1 Continued (applies to slides 6, 40, 41, 51)

2) Monthly Upgrader Portfolio (MUP) is a core of Class 3 funds (typically 70%), and includes funds from Classes 1 and 2 (typically 30%). With the exception of exchange traded funds, MUP funds are held for at least 90 days.

The performance of the MUP and Classes 1, 2, 3, and 4 "Star Box Portfolios" or "Growth Portfolio" reflects results of hypothetical trades announced in each monthly issue of NoLoad FundX newsletter.

The S&P 500 is a stock market index that tracks the 500 most widely held large capitalization stocks on the New York Stock Exchange or NASDAQ.

The indices assume the reinvestment of capital gains and dividends, but do not reflect the deduction of management fees. It is not possible to invest in an index.



Disclosure 2 (applies to slide 49)

2. This chart illustrates the performance of a hypothetical \$200,000 investment made in a balanced account (50% S&P500 Index/50% Barclay's Aggregate Bond Index) since inception on 01/31/2009 for the period ending 3/31/2020. It assumes reinvestment of dividends and capital gains, but does not reflect the effect of any applicable sales charge or redemption fees.

The S&P 500 Index is a broad based unmanaged index of 500 stocks, which is widely recognized as representative of the equity market in general. The Bloomberg Barclays Aggregate Bond Index is a market-capitalization-weighted index of investment-grade fixed-rate debt issues, including government, corporate, asset-backed, and mortgage-backed securities, with maturities of at least one year. Past performance does not guarantee future results.



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