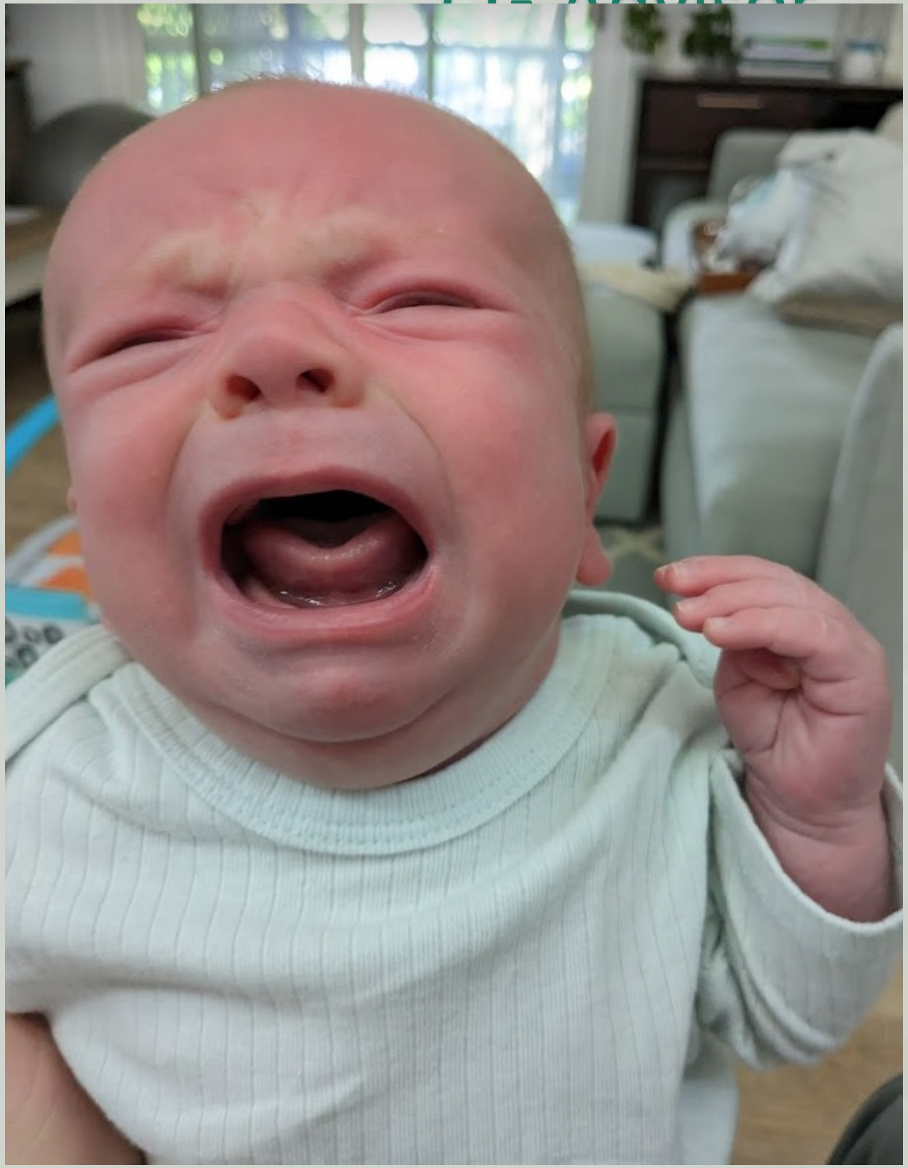
CG Advisor Network

Getting the Most from CGAN Investment Department

Oliver Gooden, CFA

May 5, 2023



Succeed_

01	**Tools** Orion: Reporting, Portal, App Investment Strategies Messaging
02	**Ideas** Client Persona - Needs
03	**Advocacy/Partnership** Proactive Communication & Idea Sharing Regulatory Insulation

Tools – Orion Client Viewing

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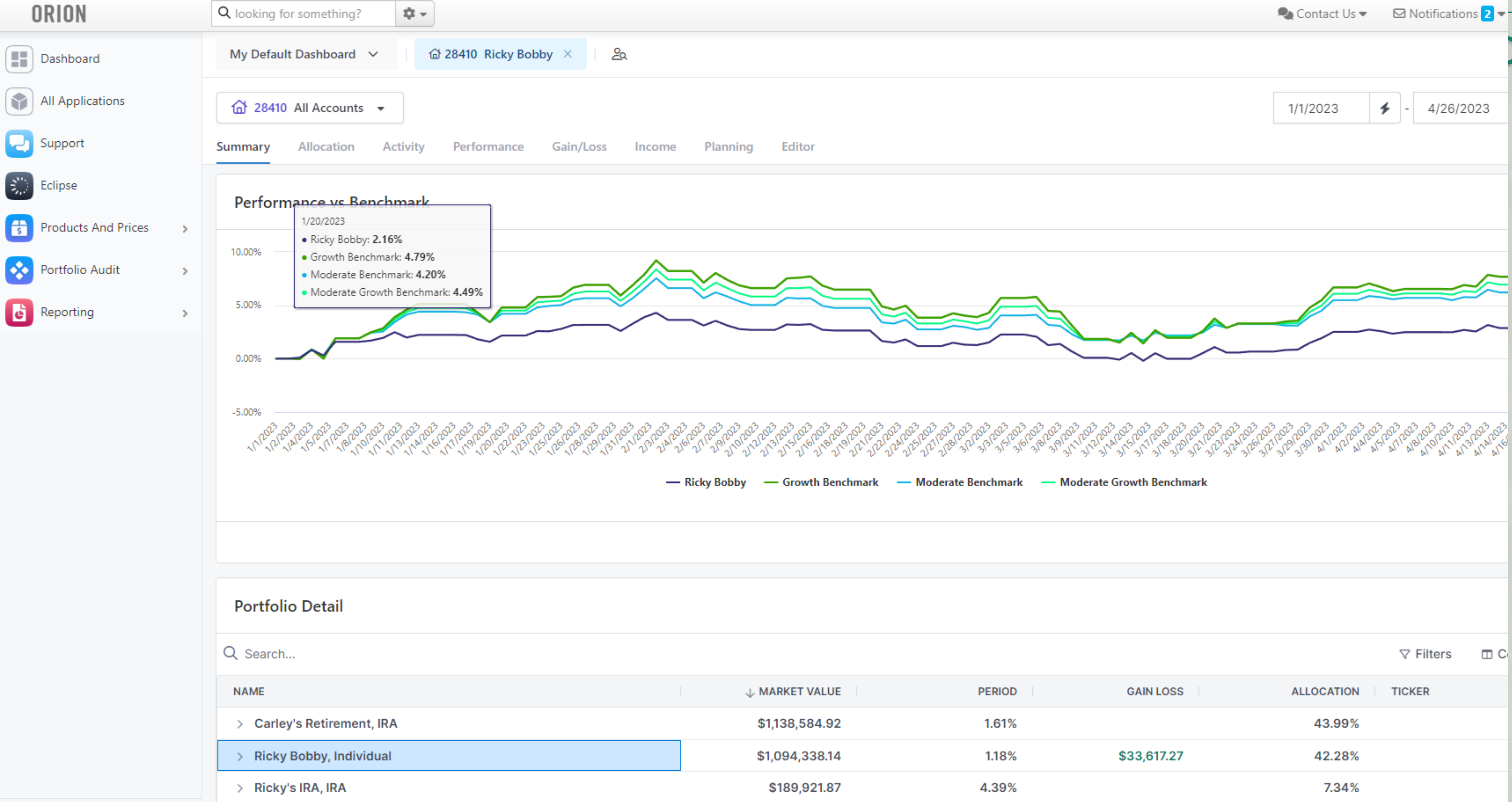

Tools – Orion Client Portal

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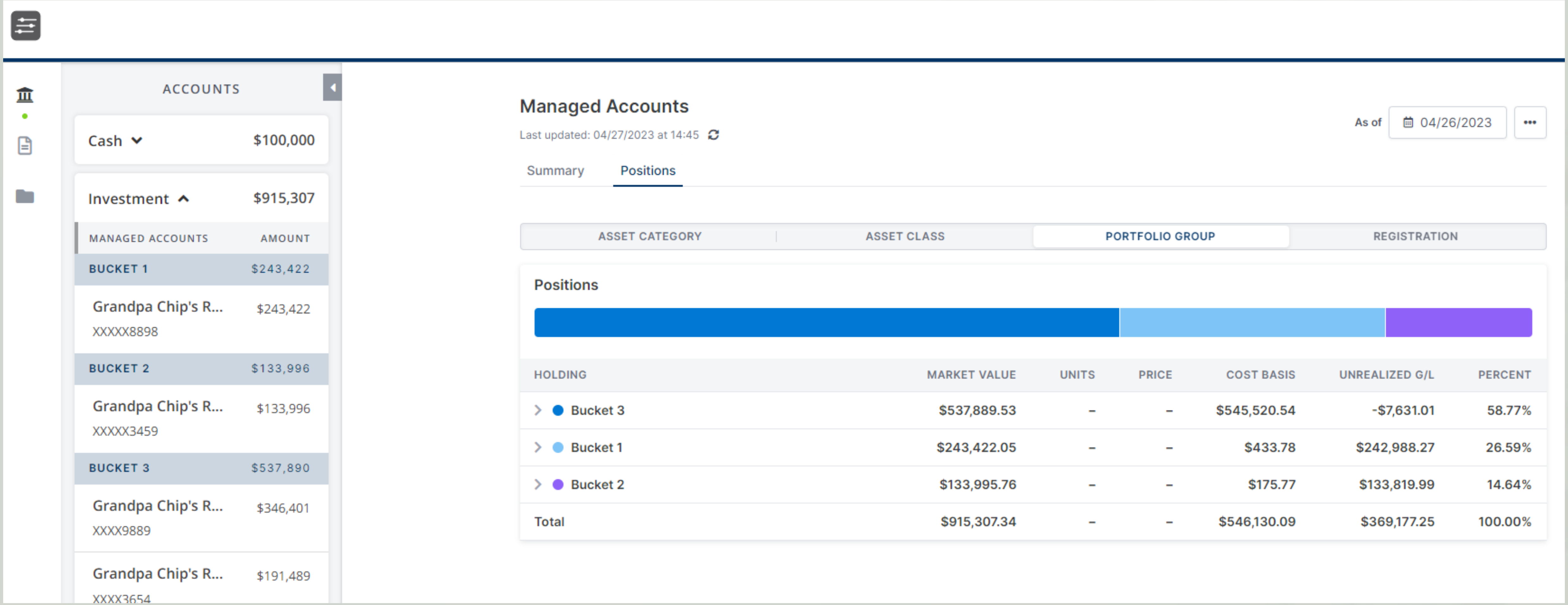
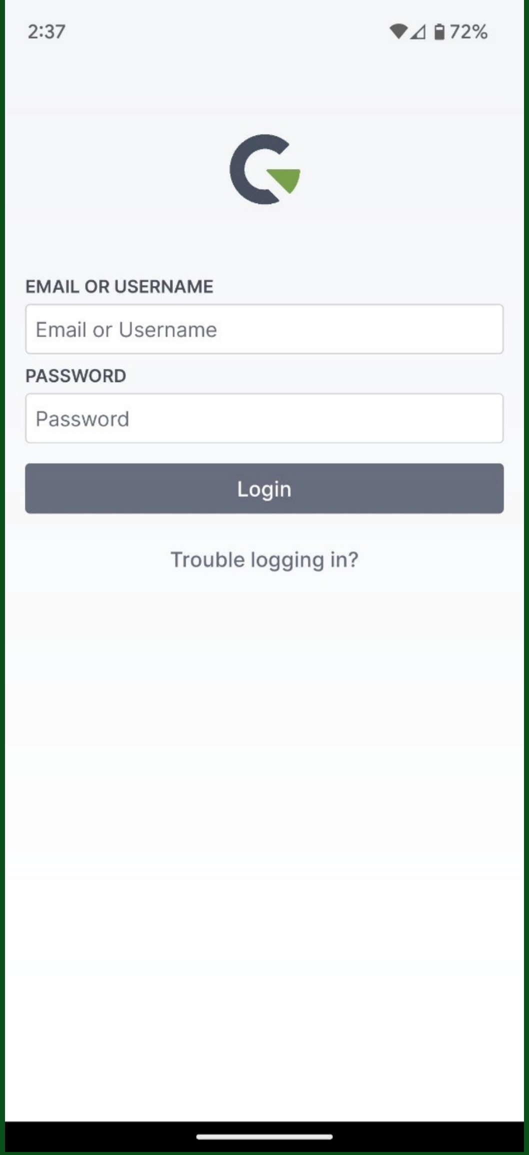
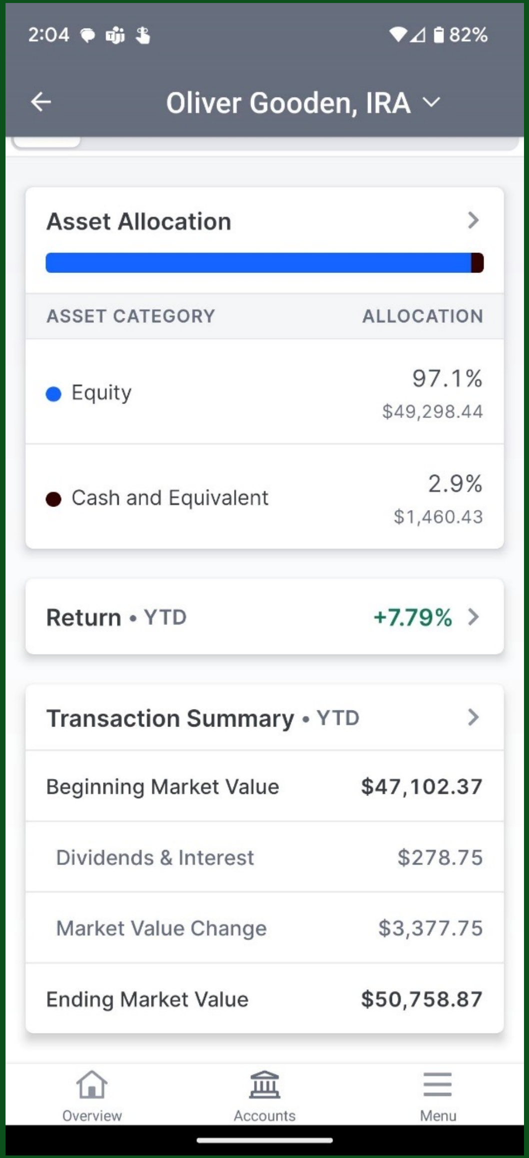


HOLDING	MARKET VALUE	UNITS	PRICE	COST BASIS	UNREALIZED G/L	PERCENT
Bucket 3	$537,889.53	–	–	$545,520.54	-$7,631.01	58.77%
Bucket 1	$243,422.05	–	–	$433.78	$242,988.27	26.59%
Bucket 2	$133,995.76	–	–	$175.77	$133,819.99	14.64%
Total	$915,307.34	–	–	$546,130.09	$369,177.25	100.00%

- **Tools**

CG Wealth 360





Ideas & Advocacy: Investment Committee

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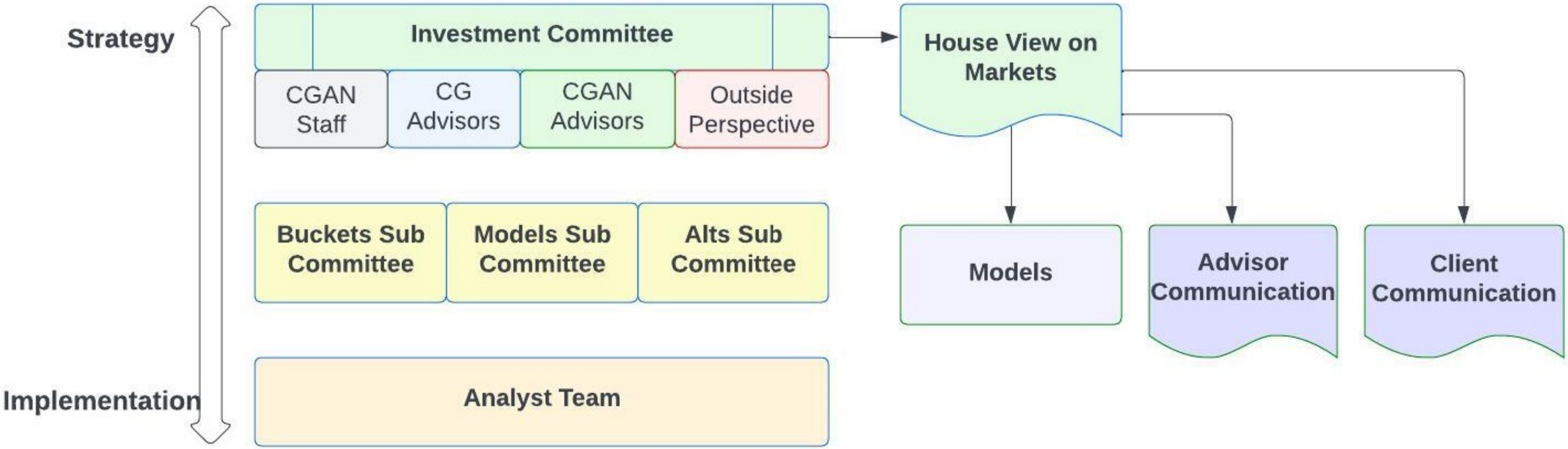

Idea: Demography

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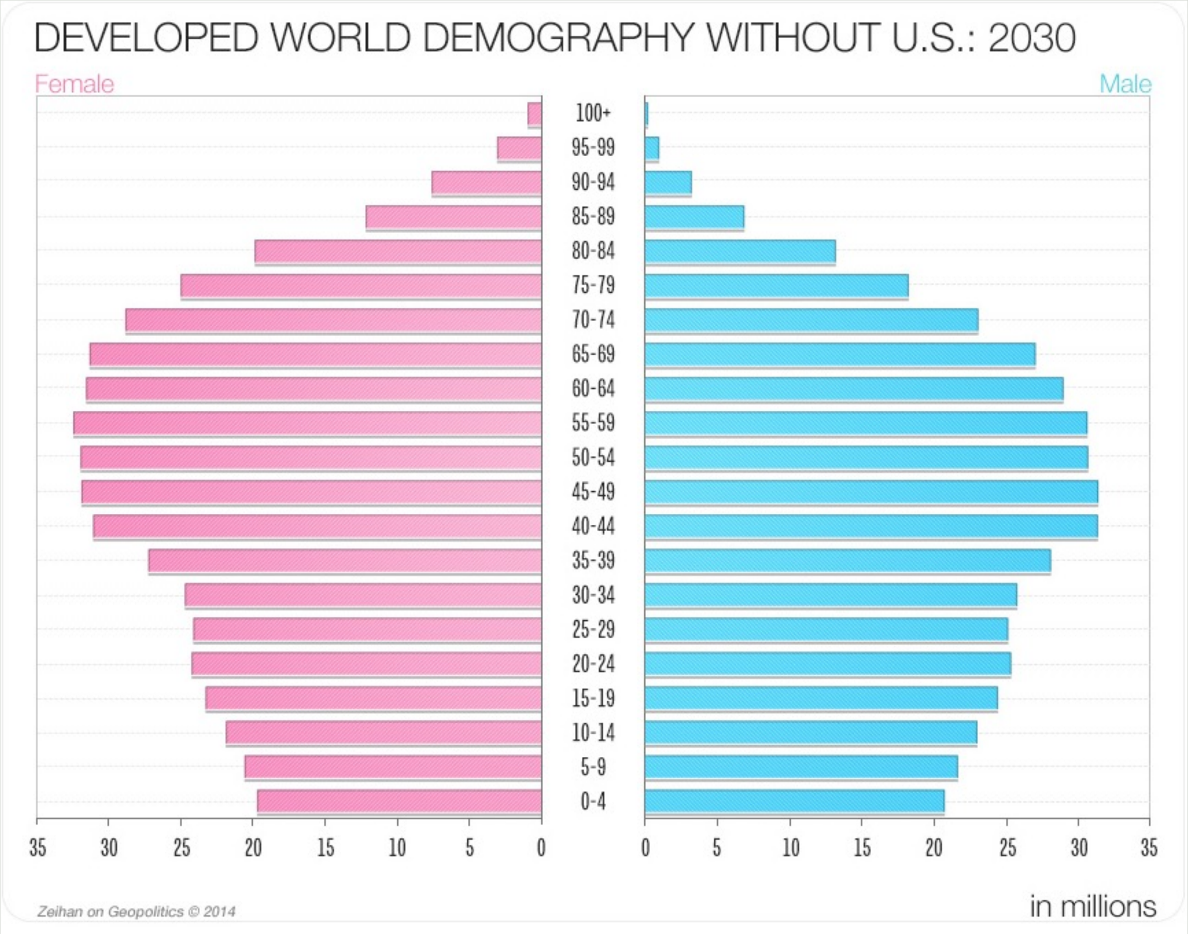
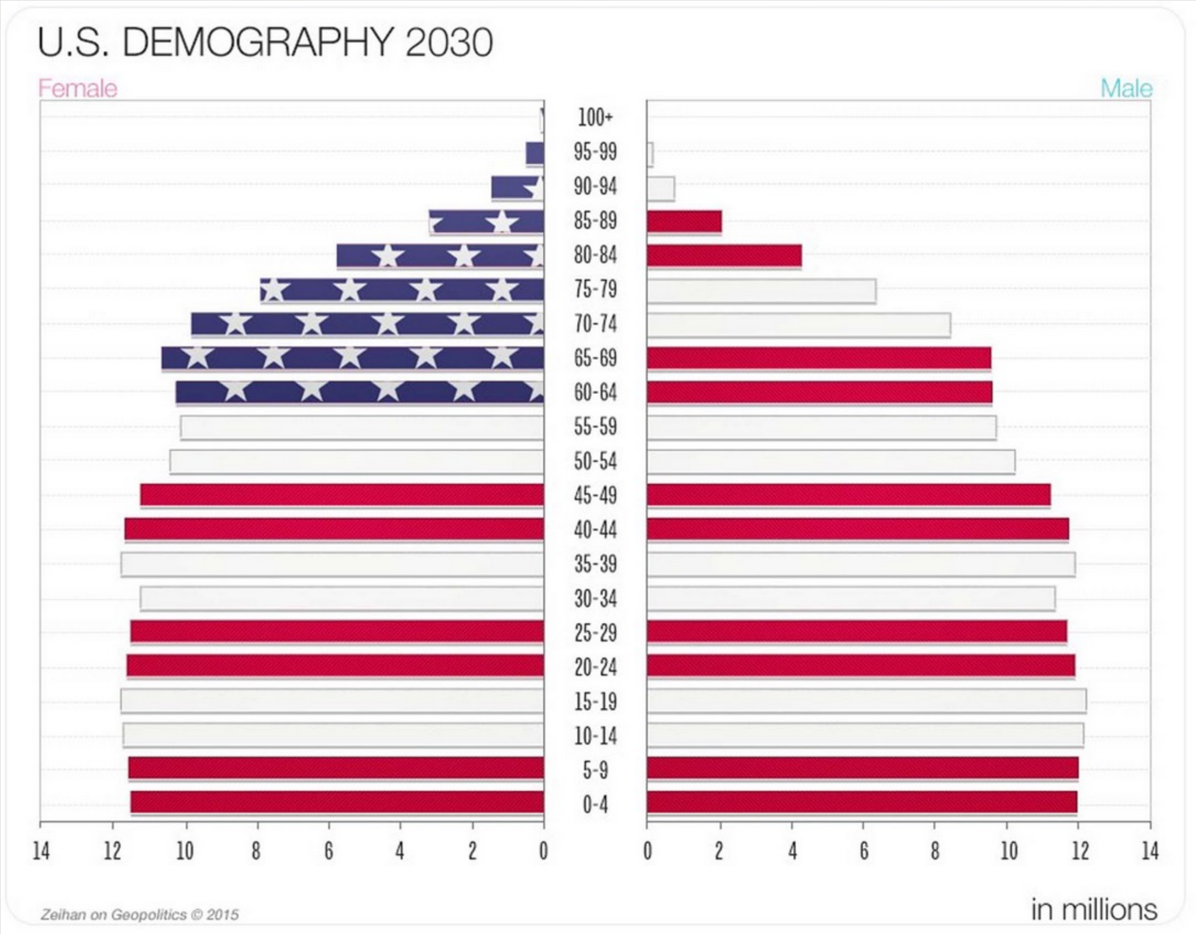
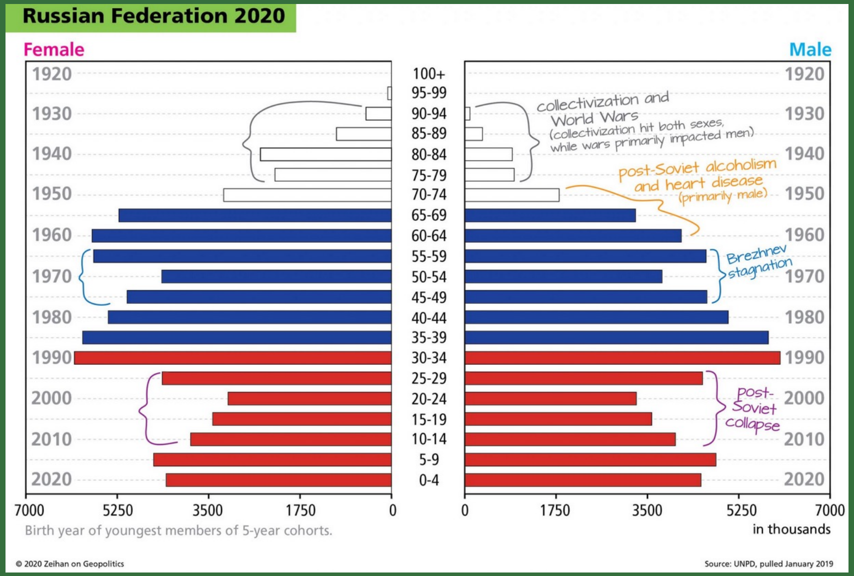
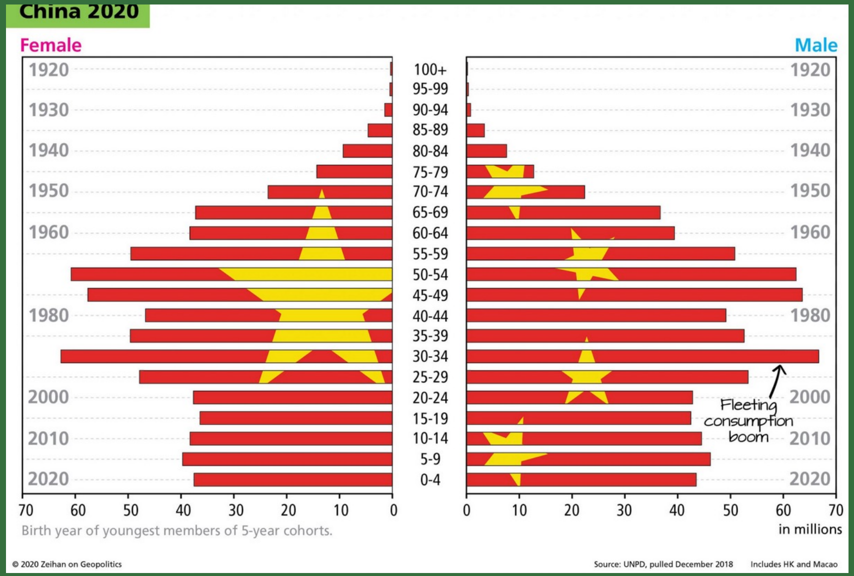
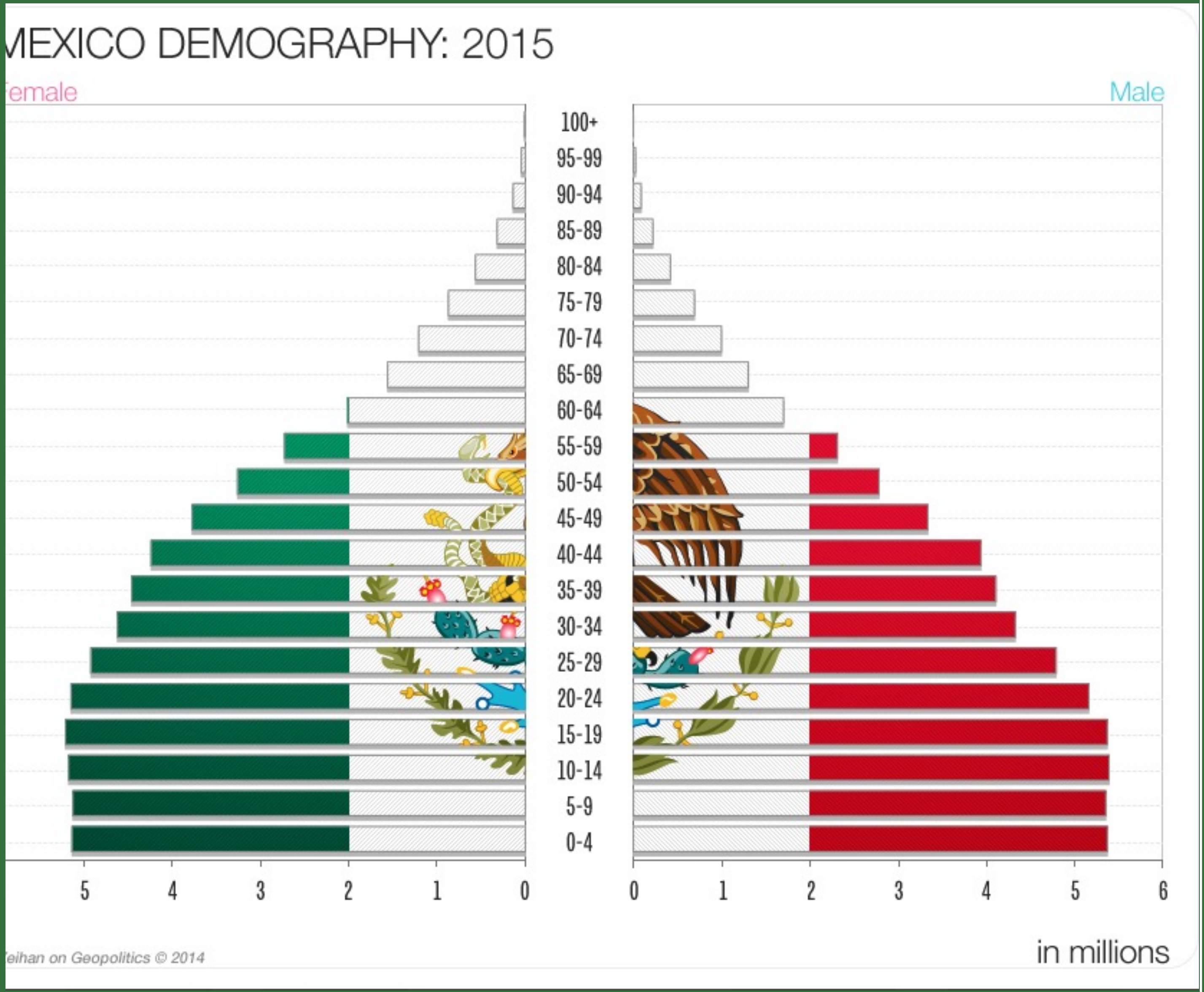





Russian Federation 2020
Female
Male
collectivization and World Wars
(collectivization hit both sexes, while wars primarily impacted men)
post-Soviet alcoholism and heart disease (primarily male)
Brezhnev stagnation
post-Soviet collapse
Birth year of youngest members of 5-year cohorts.
in thousands
© 2020 Zeihan on Geopolitics
Source: UNPD, pulled January 2019


China 2020
Female
Male
Fleeting consumption boom
Birth year of youngest members of 5-year cohorts.
in millions
© 2020 Zeihan on Geopolitics
Source: UNPD, pulled December 2018
Includes HK and Macao


MEXICO DEMOGRAPHY: 2015
Female
Male
in millions


Return
VUG
VTV
1000%
500%
0%
848.78%
402.86%
2010
2012
2014
2016
2018
2020
Yearly returns
Return
VUG
VTV
40%
20%
0%
36.13%
19.86%
17.21%
14.54%
1.82%
1.11%
17.02%
15.19%
32.48%
33.1%
13.61%
13.17%
3.25%
-0.98%
6.28%
17.12%
27.72%
17.14%
-3.3%
-5.44%
37.03%
25.65%
40.22%
2.26%
27.34%
26.51%
2009
2010
2011
2012
2013
2014
2015
2016
2017
2018
2019
2020
2021
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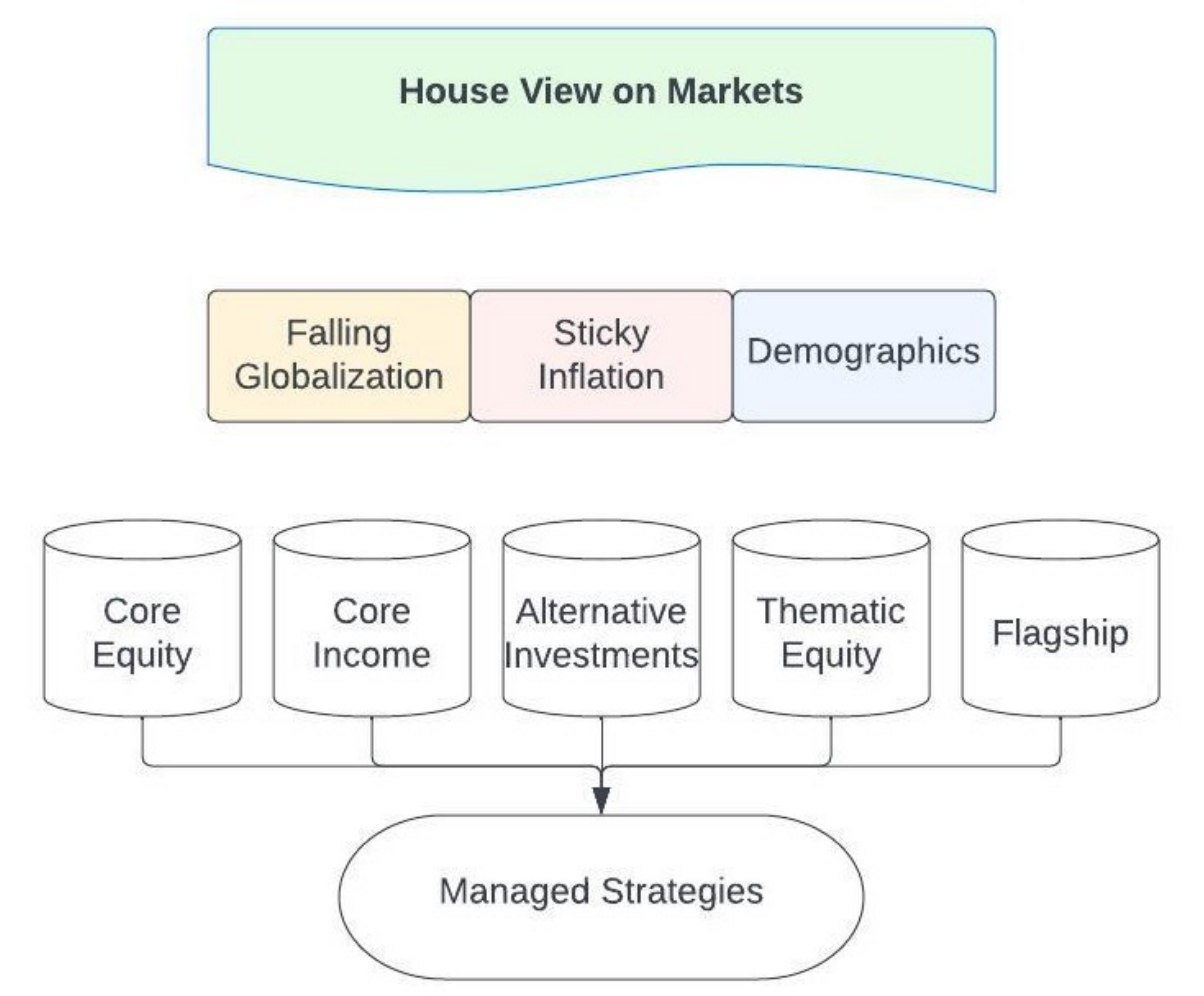
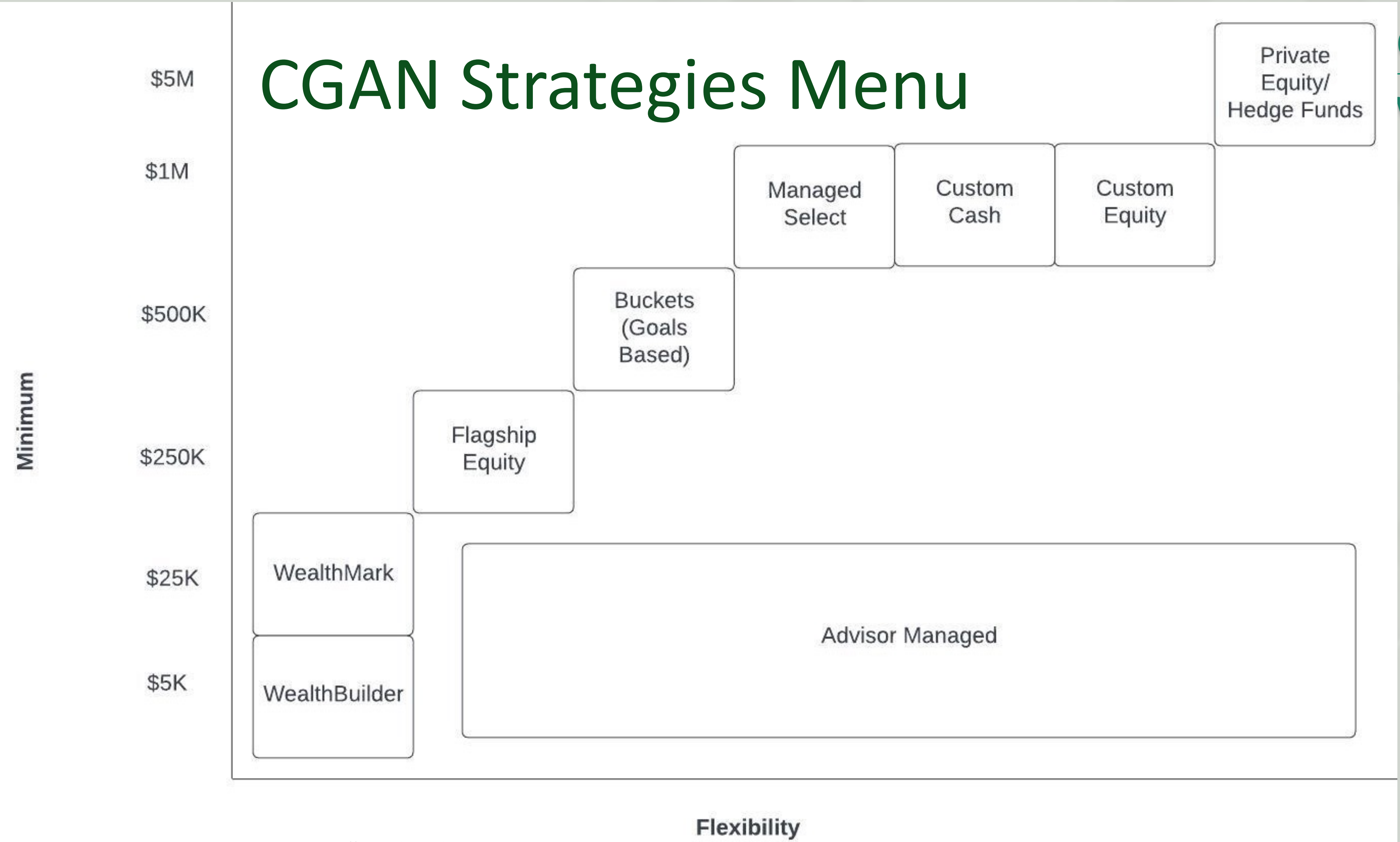
Ideas & Advocacy

House View on Markets



CGAN Strategies Menu



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CGAN Wealth Strategies Overview

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Persona	Strategy	Objective	Flexability
Simple Relationship	WealthBuilder	Risk/ Return	
Simple Relationship+	WealthMark	Risk/ Return	
Distribution Phase	Buckets - Goals Based	Spending Strategy	Allocation - Time
Tax-Sensitive	Managed Select	Return & Tax/ Risk	Allocation/ Transition
Likes Stocks	Managed Select		Managers
Values Centric	Custom Equity	Client Values	Custom
Business Owner	Custom Cash	Stability & Yiled	Custom

WealthMark Goals Based – Future State

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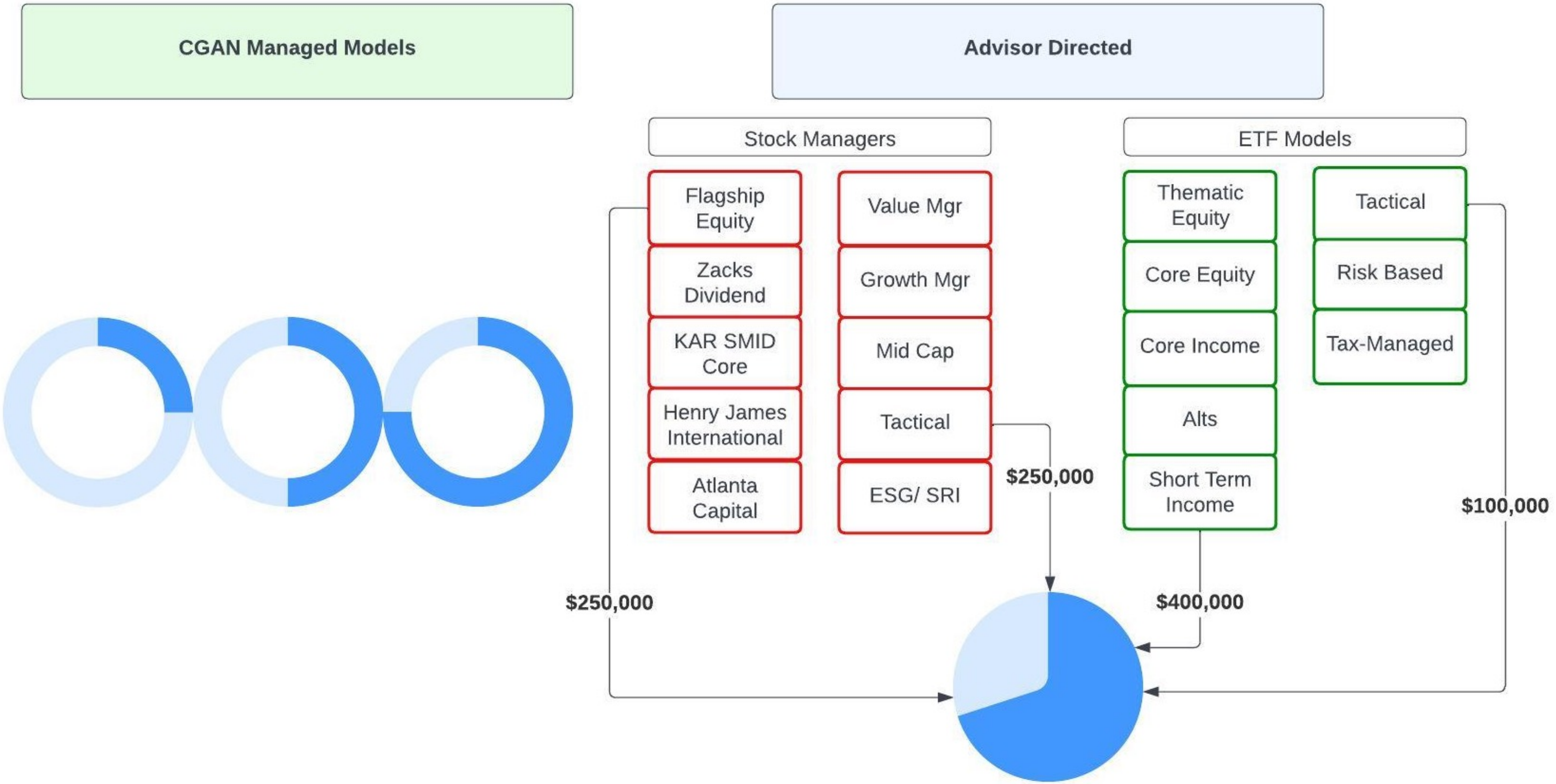
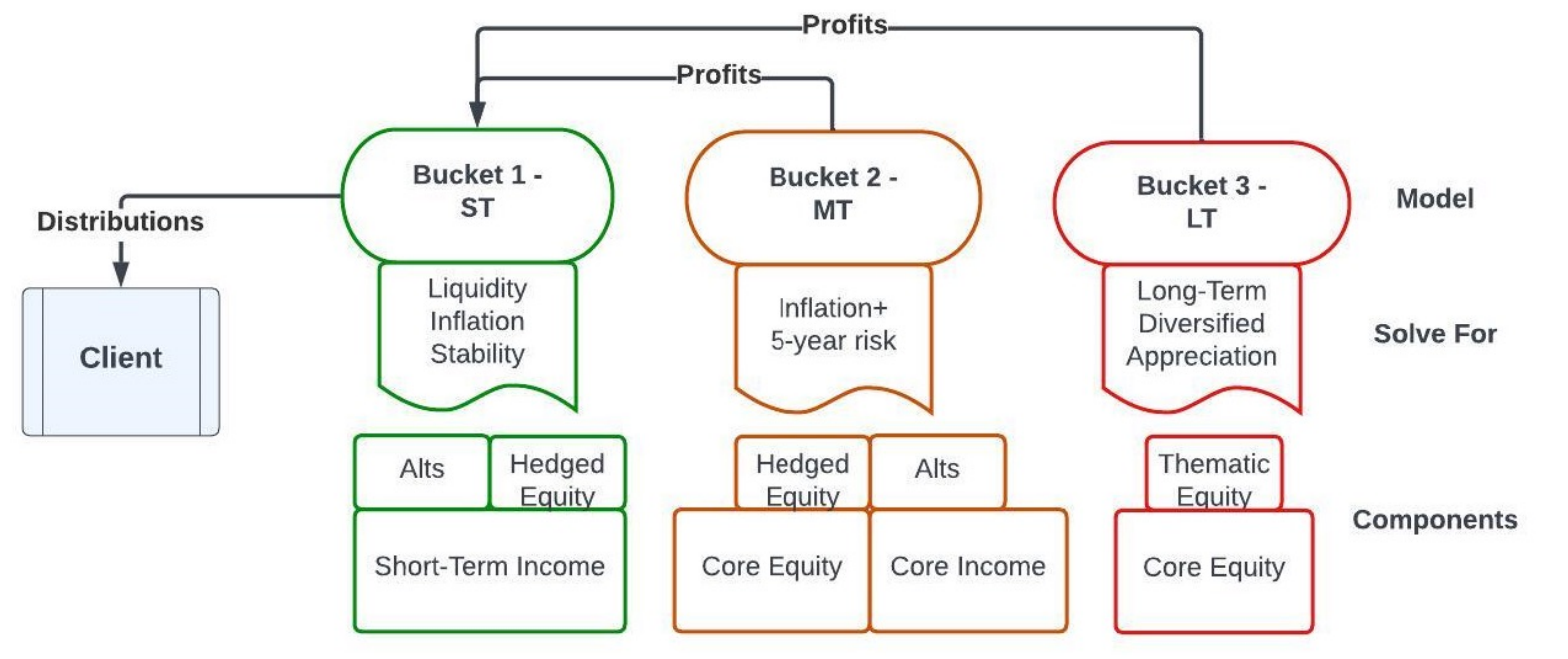
Model: WealthMark Moderate

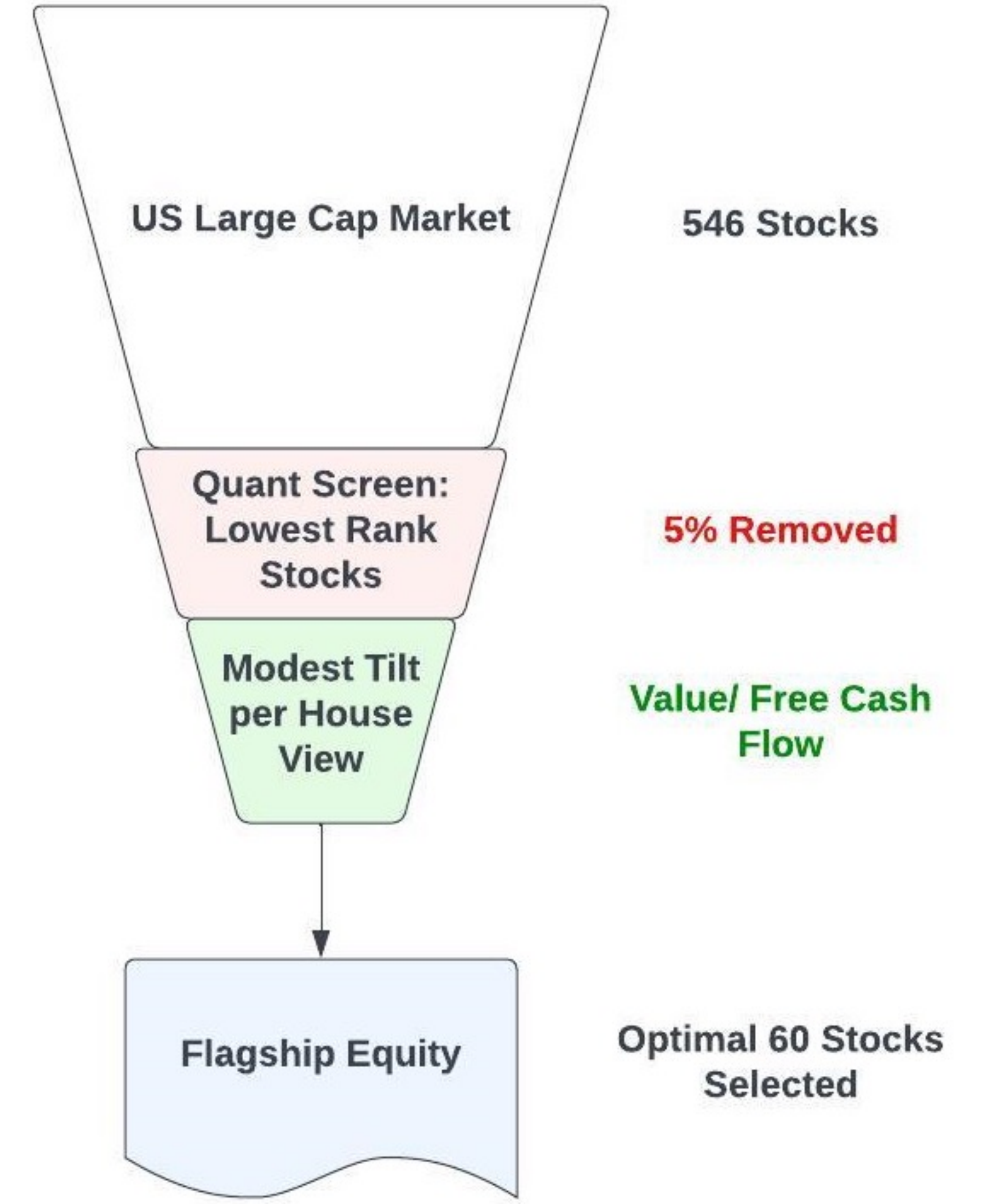
Risk Category	Market Value	Return
Core Equity	$143,522.48	7.96 %
Core Income	$95,504.44	4.78 %
Thematic Equity	$62,446.95	8.99 %
Alternative Investments	$41,352.42	-0.60 %
Cash	$6,910.10	0.12 %
	$349,736.39	**5.33 %**

Tools: Managed Select – Future State



Tools: Goals-Based Strategy - Buckets





Flagship Equity

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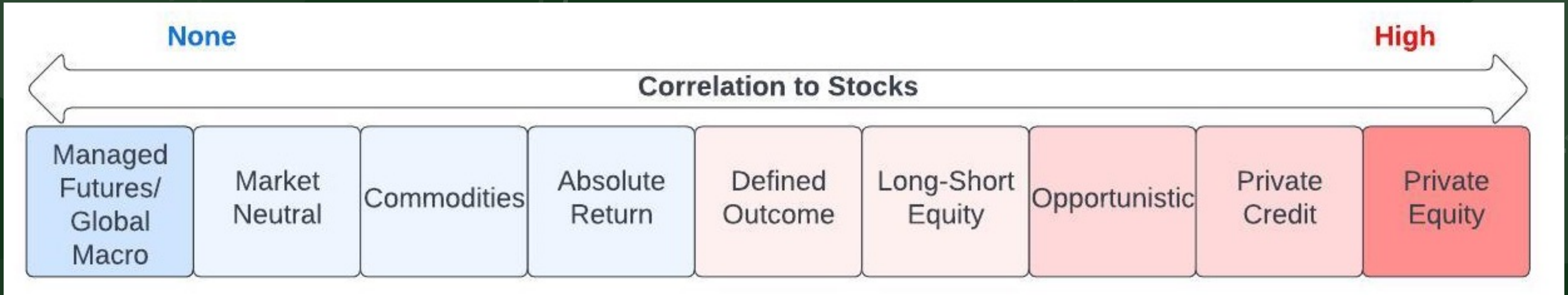
- Client like to see the stocks
- Top-Down Allocation
- Modest Active Allocation
- Ability to Tax-Loss Harvest
- Ability to Customize
- 25bps

Alternative Investments

- WealthBuilder: N/A
- WealthMark: Liquid Alts
- Goals Based: Liquid Alts, Structured Notes
- Managed Select: Liquid Alts, Structured Notes
- Qualified Purchasers: Hedge Funds, Private Equity
- Accredited Investors: TBD 2024



Tools & Advocacy - Support

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On-Demand Information

- CGAN & External Manager Updates
- Educational Library
  - Models
  - Components
  - Investing Basics
- Client Approved Materials

Relationship Manager

- Proactive Communication
  - Best Practices
  - Firm Updates
  - Operational Efficiencies
- Case Design Support