# Edward Jones

# Portfolio: Diversification Bar Chart

Portfolio Objective: Balanced Toward Growth



Investment Category	Value	- Actual	Suggested Range
Cash and Life Insurance	\$13,641.82	0.09%	0–5%
Income	\$5,391,359.32	36.55%	25–40%
Growth and Income	\$6,308,337.33	42.76%	40–55%
Growth	\$2,917,560.26	19.78%	5–20%
Aggressive	\$121,665.88	0.82%	0–10%
Portfolio total	\$14,752,564.61		
International	\$2,491,876.20	16.89%	15–35%
Equity	\$9,347,563.47	63.36%	60–70%
Aggressive Income (within Income)	\$1,350,326.30	9.15%	0–10%

This asset allocation recommendation is based upon the quarterly meeting of our Investment Policy Advisory Committee. If you would like more information about the committee and its recommendations please ask your Financial Advisor for the Building Your Portfolio Strategy Report. This Portfolio Analysis is not an account statement and is intended for illustrative purposes only. Income projections are based on currently available data. You should not rely on this document to reflect your investment holdings at Edward Jones, nor should you rely on it for cost basis information or to prepare tax returns. To review your investment holdings, please refer to your account statement or Account Access. Edward Jones assumes no responsibility for vendor and client assets held outside of Edward Jones or for the accuracy of the data relating to those assets. Outside assets may not be covered by SIPC. For information on SIPC coverage of outside assets, you should contact the provider of those assets. If there are any discrepancies or concerns regarding this report, please call our Client Relations department at 1-800-441-2357 or review your account online at www.edwardjones.com/access.

# **Understanding Your Personal Rate of Return**

To calculate **Your Personal Rate of Return**, we use a "dollar-weighted" calculation that factors in the performance of your investments and the timing of your additions and withdrawals to best answer the question, "How much did I earn on my investments?" In the following example, the investment increased in price over two years from \$20 to \$22, producing a 10% return. However, given the investor purchased more at a lower price after one year, the investor's Personal Rate of Return would be higher at 29% based on the timing of the additional purchase.

Note: Mutual funds and most fee-based programs use a different "time-weighted" calculation that better answers the question "What was the performance of my investment manager?" and focuses on the performance of the underlying investments while minimizing the timing of additions and withdrawals.

While reviewing Your Personal Rate of Return is important to help ensure you're on track toward achieving your financial goals, we understand many investors would like to compare their Personal Rate of Return to market indexes. However, this can be difficult because your return factors in your specific additions and withdrawals, while published returns of market indexes do not.

The above example highlights this challenge. In this scenario, comparing the investments return of 10% to an index return is appropriate since there were no additions or withdrawals, but comparing an index return to the 29% the investor earned is less appropriate because it doesn't reflect the timing of the investor's additional purchase. Therefore, it's important to note that we've customized the index returns on your Performance Benchmarking report to reflect the timing of your specific additions and withdrawals.

## Other important disclosures

- Your Personal Rate of Return is calculated on the account balance beginning  $1/1/2009 \mbox{ or later.}$
- Performance information represents past performance and is not an indication of future results. The account value is subject to market fluctuations such that, when withdrawn, it may be worth more or less than the stated ending value in this report.
- Commissions and fees paid are included in Your Personal Rate of Return calculation.
- This is not an account statement and you should not rely on this document to reflect your investment holdings at Edward Jones, nor should you rely on it for cost basis information to prepare tax returns.
- All assets are included in Your Personal Rate of Return calculation with the exception of assets held outside Edward Jones.
- On the Performance Detail report, performance returns on cash are not provided.
- Fixed—income returns, expressed as a percentage, include accrued interest not yet received. However, beginning and ending values displayed in dollars do not include accrued interest. In addition, for certain fixed—income holdings, accrued interest may be estimated or not included in Your Personal Rate of Return.
- While Edward Jones believes this information to be accurate, return information is provided by a third—party vendor, and Edward Jones does not guarantee the accuracy of the return calculation.

## Definition of report terms

#### **Beginning Value:**

Value of the account on 1/1/2009 or since inception if the account was opened after 1/1/2009.

### Amount Added/Withdrawn from Account:

External assets like cash or securities added to or withdrawn from your Edward Jones account.

## **Investment Cash Flows:**

The addition of external assets like cash or securities or internal assets already in your Edward Jones account that are moved from one security to another security within an existing Edward Jones account. Fees associated with Edward Jones Advisory programs and other account maintenance fees are included at the Cash asset.

### Total Return (\$):

Includes capital gains/losses, interest income received, accrued interest income earned but not yet received, dividend income, fees associated with Edward Jones Advisory programs, and other account maintenance fees. Total Return (\$) is calculated by subtracting the following items from the ending value: 1.beginning value; and 2. amount added/withdrawn from account or investment cash flows.

### **Ending Value:**

Value of the account as of the date specified on the report. Due to market volatility, your actual account holdings may be different than what appears in this report.

### Your Personal Rate of Return (Total Return %):

The internal rate of return earned on your portfolio, account, or asset.

### Annualized Return:

Indicates the rate of return achieved on an annual basis. Returns will only be annualized for periods greater than one year.

# Benchmark Disclosures:

- Indices listed are used as a general measure of market performance for a
  particular asset class or type. Securities indices assume reinvestment of
  all distributions and interest payments and do not take into account
  brokerage fees, taxes or investment management fees. If such fees and
  taxes were taken into account, they would have the effect of reducing
  performance. Securities in Your Portfolio will not be identical to those in
  the indices, and performance of Your Portfolio will differ. An index is not
  managed and is unavailable for direct investment.
- BarCap Aggregate Bond Index Measures the performance of government, mortgage-backed, asset-backed and corporate securities with at least one year to maturity.
- BarCap Municipal Bond Index This market-cap weighted index includes investment-grade, tax-exempt bonds and is classified into four main sectors: General Obligation, Revenue, Insured and Pre-refunded. Bonds with floating rates (including derivative and residual interest securities) are excluded.
- Russell 2000 Index Following the Russell 1000 measurement of the 1,000 largest U.S. companies, this index measures the performance of the next 2,000 largest U.S. companies based on total market capitalization, representing approximately 8% of the invested U.S. equity market.

Russell Investment Group is the source and owner of the Trademarks, service marks and copyrights related to the Russell Indexes. Russell® is a trademark of Russell Investment Group.

- S&P 500 Index A broad-based measurement of changes in stock market conditions based on the average performance of 500 widely held common stocks. While many of the stocks are among the largest, this index also includes many relatively small companies. It is a float adjusted capitalization-weighted index (stock price times number of publicly available shares outstanding), calculated on a total return basis with dividends reinvested.
- S&P 700 Index The S&P 700 index measures the non-United States component of global equity markets. The index covers all regions included in the S&P Global 1200 (Europe, Japan, Canada, Australia, Asia, and Latin America) except for the United States which is represented by the S&P 500. The index is market-cap weighted and based in U.S. dollars.
- All custom benchmark return calculations are provided by a third-party vendor and are not generated by the index providers.



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Beginning Value plus Additions / Withdrawals Portfolio Value

Value Summary	2013	2014	2015	2016	Since 01–Jan–2009
Beginning Portfolio Value	\$8,680,511.44	\$10,623,708.88	\$12,188,635.06	\$14,220,675.24	\$2,888,287.96
Amount Added / Withdrawn from Account	\$271,280.60	\$1,042,103.53	\$2,345,670.52	(\$157,060.80)	\$6,824,852.54
Total Return (\$)	\$1,671,916.85	\$522,822.64	(\$313,630.34)	\$692,194.14	\$5,042,668.07
Ending Portfolio Value	\$10,623,708.88	\$12,188,635.06	\$14,220,675.24	\$14,755,808.58	\$14,755,808.58
Your Personal Rate of Return (Total Return %)	18.97%	4.67%	-2.36%	4.91%	84.04%

All personal rate of return information is as of July 1, 2016.

Please refer to Disclosure Page A "Understanding Your Personal Rate of Return" for Important Information.