



# John McIntyre

Senior Vice President – Financial Advisor  
Consulting Group



Wealth  
Management

**John McIntyre**

Senior Vice President –  
Financial Advisor  
Consulting Group

Direct: (713) 888-8711  
[john.n.mcintyre@rbc.com](mailto:john.n.mcintyre@rbc.com)

**Stephanie Fexer**

Branch Service Manager  
Registered Client Associate

Direct: (713) 888-8738  
[stephanie.fexer@rbc.com](mailto:stephanie.fexer@rbc.com)

1980 Post Oak Boulevard  
Suite 1630  
Houston, TX 77056

# About RBC Wealth Management

“Global resources – local feel”

RBC Wealth Management offers a full suite of banking, investment, asset management, trust, insurance, credit/lending and other wealth management solutions. Globally, we have a combined total of more than US\$528 billion in assets under administration, and approximately 4,500 financial advisors, private bankers and trust officers. Today, our firm is recognized as one of the world's Top 5 largest wealth managers by assets.\*



## Company profile

RBC (TSX, NYSE: RY), the master brand name of Royal Bank of Canada and its subsidiaries, is one of North America's leading diversified financial services firms. Collectively they provide personal and commercial banking, wealth management services, insurance, corporate and investment banking, and transaction processing services worldwide.

RBC's core values and culture of integrity have earned it a worldwide reputation for fiscal reliability and financial strength.

Founded in St. Paul, Minnesota in 1909, RBC Wealth Management has grown into one of the largest wealth managers in the world by assets. This growth has been accompanied by joining forces with other regional firms that share our mission: to provide customized strategies, exceptional service and an unbiased, independent perspective to help clients achieve their financial goals.

## Key Facts

- RBC maintains strong capital ratios (“All-in” Common Equity Tier 1 ratio of 9.9%) and credit ratings (Moody's A1, Standard & Poor's AA- and Fitch AA).
- RBC has paid continuous dividends to its shareholders since 1870.
- Recognized among the world's financial, social and environmental corporate leaders for the 15th consecutive year (2015 Dow Jones Sustainability World Index).
- Named one of the World's Most Admired Companies by *Fortune Magazine*, ranking fifth in the Megabanks category (March 2015)
- RBC supports a broad range of community initiatives through donations, sponsorships and employee volunteer activities. In 2014, RBC contributed more than C\$100 million to causes worldwide to support community activities and organizations.

Non-deposit investment products offered through RBC Wealth Management are not FDIC insured, are not a deposit or other obligation of, or guaranteed by, a bank, and are subject to investment risks, including possible loss of the principal amount invested.

\*Scorpio Partnership Global Private Banking KPI Benchmark 2017. This measurement includes all global RBC Wealth Management affiliates including the U.S. division.



# My mission

I believe my clients have earned the right to have a financial advisor who provides planning, oversight and scrutiny for every aspect of their financial affairs. This is my primary objective for everyone I work with. Without this, you have stress and worry — which can impact your overall happiness, contentment and ultimately your health. I do everything I can to actualize that reality. I believe this is necessary to provide you with the comfort and security you deserve: knowing that we are looking after your wealth preservation and growth.



# My services

## Basic administrative services

- Custody of investments
- ACH/Electronic Funds Transfer
- Handle exchanges, tenders, and special stock dividends
- Facilitate the transfer of investments from individual names to trust or from an owner through to beneficiaries
- On demand distributions
- Required Minimum Distribution notices
- Online Account Access

## Understanding goals and objectives

- Gather all documents needed to understand your financial situation
- Complete a net worth statement to determine current financial situation
- Help you determine realistic goals
- Study possible alternatives that could meet client's goals
- Prepare and implement a wealth management plan
- Review and recommend life insurance policies
- Monitor changes in your life and family situations.
- Work with tax and legal advisors to help meet your financial goals

## Monitor results

- Monitor clients' investments
- Review and revise portfolios as conditions change
- Convert investments to lifetime income
- Rebalance portfolio regularly

## Investment research

- Access to global research from RBC Capital Markets, Argus, Credit Suisse & Morningstar
- In-depth global research on investment managers, funds, ETFs and alternative investments
- Determine the risk level of a client's existing portfolio
- Help consolidate and simplify investments
- Provide alternative investment ideas
- Review existing annuities

## Risk management

- Life insurance strategy and planning
- Prepare an asset allocation aligned with your risk tolerance
- Develop and monitor a strategy for debt reduction
- Identify saving shortfalls
- Personalized or collateralized lending

## Retirement planning

- Provide access to many types of retirement accounts
- Education on retirement issues
- Provide a cash flow statement
- Suggest alternative to increase income during retirement
- Assist clients in setting up a company a company retirement plan
- Assist clients in setting up an individual pension plan

## Estate planning

- Educate clients on estate planning issues
- Help with the continuity of a family's wealth plan through generations
- Professional trustee services

## Children

- Educate clients on college savings and financial aid options
- Review children's custodial accounts
- Help educate children and grandchildren about investments and financial concepts

## Resource point

- Referrals to trusted professionals within our network
- Refer clients to banking establishments for loan and trust alternatives





- Provide an advisory resource that clients can trust regarding all their financial matters
  - Provide an emotion free sounding board during tough times
  - Access to RBC Wealth Management specialists in estate, trust, credit, insurance, retirement plans, and wealth planning
- Communications**
- Listen and provide feedback
  - Semi-annual face-to-face meetings
  - Annual portfolio review
  - Remain only a telephone call away to answer financial questions.
  - Access to eMoney
- Solutions**
- Mutual funds
  - Stocks and bonds
  - Third party investment management
  - Proprietary model portfolios
  - Alternatives investments
  - Options
  - ETFs
  - Individual retirement accounts
  - Employer-based retirement plans
  - Investment Access – cash management accounts
  - Check writing
  - Debit/credit cards
  - Online bill pay
  - Cash sweep options
  - Securities based lending
  - Commercial real estate lending
  - 529 plans
  - Custodial accounts (UGMA/UTMA)
  - Life insurance
  - Disability insurance
  - Long-term care insurance
  - Annuities
  - Professional trustee services
  - Revocable and irrevocable trusts
  - Generation-skipping transfer trusts
  - Dynasty trusts
  - Donor advised funds
  - Deferred compensation and insurance solutions
  - Restricted securities transactions
  - Liquidity strategies for large block of concentrated stocks
  - Affiliate trading programs
  - Equity and debt underwriting
  - IPOs, private placements, private investments
  - Employer-sponsored retirement plans
  - Employee stock plan consulting and implementation

# RBC WealthPlan

A personal wealth plan based on your goals

RBC Wealth Management takes a disciplined approach to wealth planning featuring an industry-leading tool, RBC WealthPlan. Using this tool, your financial advisor can better understand your current financial situation, identify your life goals and determine what steps you can take to meet them. Plus, it offers you the ability to weigh certain decisions and determine what's best for you and your family.

## Start with your expectations and concerns

When you think about the future you want, what do you see? Providing a college education for the children or grandchildren? Owning a business? Enjoying a rewarding retirement? Supporting worthy causes?

And when you think about your future financial security what worries or concerns you? For many, running out of money, health care costs and suffering investment losses are top concerns.

Whatever you identify as expectations and concerns, be they shared or individual, RBC WealthPlan can easily include them in your personal plan.

## Consider your goals

Your goals are all deeply personal to you. Yet they may vary in importance — and some may not be a good fit for one another when you compare them. You

may have some goals on your mind right now that you want help better defining. Or you may need help prioritizing all the things you would like to do. RBC WealthPlan incorporates a conversational approach to identifying your goals and assigning an importance based on:

### Needs

- Basic living expenses
- Health care
- Home improvement



### Wants

- Travel
- Car
- New home



### Wishes

- Fun money
- Leave a legacy



## Key features

Explore expectations and concerns to better understand your unique goals and opportunities

Health care costs forecast — a significant expense often overlooked in retirement planning

Social Security analysis to maximize your benefit

Easy to understand impacts of risks and loss tolerances

Multiple options to view your plan and confidence zone



## How prepared are you to achieve your financial dreams?

More than likely, the primary reason you save and invest is to help achieve your life goals while ensuring your long-term financial well-being. But before you can determine how likely you are to enjoy a long and happy retirement, you will need answers to these three questions:

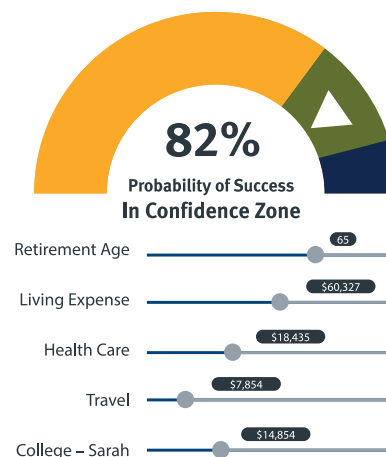
1. How much money will I need?
2. Where will it come from?
3. How long will it last?

Don't worry if you don't know the answers yet; your RBC Wealth Management financial advisor and RBC WealthPlan can help. Your financial advisor will lead you through a conversation about your expectations, concerns, goals and priorities while using the power of RBC WealthPlan to assess where you are today. Your financial advisor will develop a comprehensive plan that aligns with your goals, monitor the plan's progress and

share with you the likelihood of success, known as the confidence zone. As life and your expectations change, we can easily update your RBC WealthPlan to ensure you remain prepared for what comes next.

## Start planning for your financial future today

An RBC WealthPlan analysis gives you and your financial advisor a wealth of information about your present and future financial possibilities. Call your financial advisor today to schedule an appointment.





# RBC Advisor

A client-directed, non-discretionary fee-based program

## Take control of your portfolio

Achieving financial independence is a key goal for many investors. Developing a sound wealth management plan tailored to your specific needs is the first step towards reaching your goals. At RBC Wealth Management®, your financial advisor will work closely with you to analyze your needs and develop customized financial solutions for your personal situation.

The right mix of securities can play a big part in your investment success. RBC Advisor can help you get the maximum benefits from your investment portfolio.

With the many thousands of investments available, it can be difficult to choose those best suited to meet your individual goals today and in the future — especially if you feel you lack the time, expertise or resources to make the appropriate choices.

RBC Wealth Management's RBC Advisor program can simplify this challenging process by providing you with the professional, customized advice of your financial advisor.

RBC Advisor — it's the smart way to invest.

## What RBC Advisor provides you

RBC Advisor offers you everything you need to be an informed investor. And it's all available in one easy-to-manage account.

### Here's what you can expect:

- **Customized, professional wealth management advice** — your financial advisor will help you develop an asset allocation strategy that's suited to your needs. Using this strategy to develop your wealth management plan, you have the opportunity to benefit from the upside potential of a wide range of markets, while limiting the downside risk that comes from owning just one.
- **Access to a wide variety of securities** — You can build your portfolio using a wide array of investments including equities, fixed income, mutual funds, etc.
- **No sales charges or transaction fees** — You'll pay just one fee, assessed quarterly, based on the value of assets invested. Securities are purchased commission-free.
- **In-depth research** — You'll have access to timely, objective and concise research from our research team to help you decide which investments are most appropriate for your situation.
- **Ongoing service** — You'll stay current on your portfolio through regular reviews, monthly statements,

transaction confirmations and portfolio rebalancing.

- **Complimentary Investment Access® Account** — You'll have access to the features of RBC Wealth Management's Investment Access Account, including check-writing, a Visa Platinum Debit Card, among other benefits, at no additional charge.

## Simplify your life ... with RBC Advisor

Investing can be a time-consuming and complicated process. But it doesn't have to be. With RBC Advisor, you will have access to a wide variety of investments and the professional advice and support of your financial advisor all for a single fee, based on the value of your account. RBC Advisor is your one-stop source for:

- Personalized wealth management advice
- Thousands of investment choices
- Timely and accurate research
- Concise monthly statements
- Regular portfolio reviews and rebalancing of mutual fund portfolios (calendar quarters)
- Complimentary Investment Access Account

To learn more about RBC Advisor, contact your RBC Wealth Management financial advisor.

# Consulting Solutions

## Successfully managing an investment portfolio requires skill, time and patience

Keeping up with the increasingly fast-paced world of investments can be overwhelming. With the constantly fluctuating markets, it can be difficult to distinguish the good information from the bad. How will you be able to verify the integrity of these sources?

Now, success depends on recognizing trends ... anticipating areas of growth ... making decisions based on the “big picture,” and capitalizing on these insights.

Professional investment managers, with years of experience and wide-ranging expertise, can successfully navigate the investment world. And with RBC Wealth Management's Consulting Solutions program, these professionals are working for you. They'll join forces with your personal RBC Wealth Management financial advisor to create and maintain an investment portfolio that's tailored specifically to your needs, your goals and your tolerance for risk.

Personalized, professional money management — that's Consulting Solutions.

## Consulting Solutions: one service, many benefits

Consulting Solutions provides you with professional investment management — and a lot more. In fact, you'll find that Consulting Solutions is a powerful, affordable, flexible service that can help you meet all your investment needs.

### Consider the advantages of consulting solutions:

- **Choice of investment managers** — After thoroughly researching a wide array of leading national investment managers, RBC Wealth Management provides you with a select list of advisors from which you, in consultation with your financial advisor, will choose. You can select the investment managers employing a specific investment style or managing a portfolio of varying investment styles.
- **Ongoing personal service** — Your RBC Wealth Management financial advisor will consult with you regularly to keep you informed about the markets, your investments, and the progress you're making toward your goals.
- **Low account minimums** — Typically, investing with a private money manager requires a high account minimum; however, through Consulting Solutions, you can open an account with an initial investment ranging from \$10,000 to \$250,000, depending on the investment manager selected.
- **Simplified paperwork** — It's easy to set up an account. You just need to complete one contract and risk profile questionnaire.
- **Comprehensive reporting** — You will receive monthly statements and transaction confirmations. You will also have the option to receive quarterly portfolio reviews which will keep you apprised of your portfolio's performance and help you track progress towards your goals.
- **Full ownership of securities** — You own all individual securities and open-ended mutual funds or exchange-traded funds held in your Consulting Solutions account rather than a “slice of the pie.”
- **All-inclusive annual fee** — You'll pay just one annual fee, assessed quarterly, for your Consulting Solutions account. The fee is based strictly on assets under management. Because you pay no commissions, you can be sure that all decisions made by your investment manager are made objectively — and on your behalf.

- **Advisory research process** — Our research process is objective and focuses on client needs. RBC Wealth Management's Advisory Research Department utilizes both quantitative and qualitative analysis methods to evaluate investment managers. Our multi-step process helps ensure a consistent and objective evaluation.

### A process that works for you

To help build a strong portfolio, you want the best investment managers working for you. And that's exactly what you'll get with Consulting Solutions. But you need more than expert portfolio management — you need a well-mapped process to make sure that your specific needs are being met. Your financial advisor will help you every step of the way.

### Understanding you and your goals

What do you want to achieve with your investments? A second home? A college education for your children or grandchildren? A retirement filled with travel and the time to pursue your own interests? To reach investment success, you first need to clearly define your objectives, your financial needs and your tolerance for risk. You and your financial advisor will work together to identify where you stand today — and what you want in the future.

### Developing a customized investment strategy and profile

Based on your needs, goals and investment objectives, your financial advisor will develop a tailor-made investment strategy. This plan will guide your portfolio manager(s) and help your team make the best investment decisions for your assets. You choose your Consulting Solutions investment manager(s) from a list of premier investment professionals. Only investment managers that pass a comprehensive review by RBC Wealth

Management will be selected for your account. We analyze each manager's performance history and investment style.

This list is further refined by your financial advisor, who will evaluate which managers are best suited for your individual goals, your investment personality and your time horizon.

### Bringing the team together

Your financial advisor will open your Consulting Solutions account(s), allocating your money to the manager or managers you've selected. Each manager reviews the information you provide and invests your assets based on your individual investment needs.

### Tracking your progress

Your financial advisor will closely monitor the performance of your portfolio. To help you evaluate performance and keep you informed of your investments, you'll receive the following information:

- Periodic portfolio reviews
- Confirmation of all transactions in your account(s)
- A monthly statement summarizing all account activity

Because your goals may change, your financial advisor will contact you regularly to discuss your portfolio's progress and make adjustments as needed.

### Your investment manager

At RBC Wealth Management, protecting our clients' interests is our top concern.

### Investment manager research process

When we research prospective managers, our analysts seek to identify those investment managers who possess the following characteristics:

- A proven track record
- Significant manager experience

- High-quality infrastructure
- Consistent style and disciplined investment approach

To make the "final cut," only those managers that display the strongest characteristics from the above are selected for the Consulting Solutions program.

### Don't settle for less

Why settle for less than a process designed especially for you and your goals? Consider Consulting Solutions. With top investment managers running your portfolio, and your personal financial advisor keeping you on track toward your goals, you've got a team in place that can take you where you want to go.

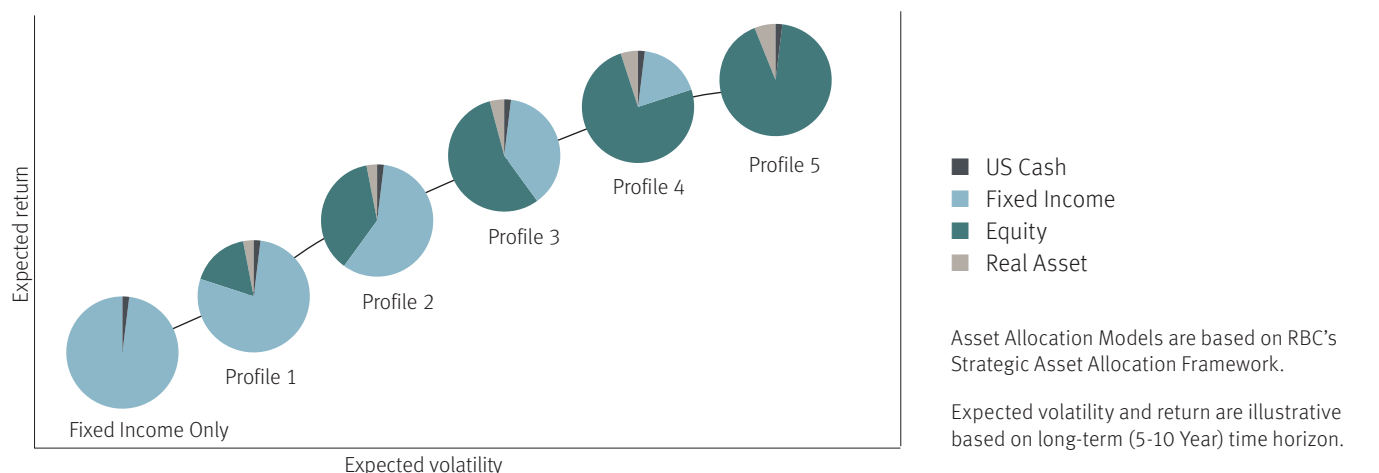
To find out more about RBC Wealth Management's Consulting Solutions, [talk to your financial advisor.](#)



# RBC Strategic Asset Allocation Models

## United States Core Allocation Models

Last updated: March 2018



Asset Class	Fixed Income Only	Very conservative (Profile 1)	Conservative (Profile 2)	Balanced (Profile 3)	Growth (Profile 4)	Aggressive growth (Profile 5)
US Cash	2%	2%	2%	2%	2%	2%
Fixed Income	98%	78%	58%	38%	18%	-
US Government Fixed Income	33%	28%	17%	6%	3%	-
US Corporate Fixed Income - Investment Grade	42%	35%	21%	12%	5%	-
US Corporate Fixed Income - High Yield	4%	-	3%	3%	-	-
International Fixed Income	9%	8%	6%	6%	3%	-
Emerging Markets Fixed Income	-	-	3%	3%	3%	-
Alternative Fixed Income	10%	7%	8%	8%	4%	-
Equity	-	17%	37%	56%	75%	92%
US Large Cap Equity	-	11%	15%	20%	28%	32%
US Mid Cap Equity	-	-	5%	6%	7%	10%
US Small Cap Equity	-	-	-	3%	4%	5%
International Equity	-	6%	13%	16%	20%	26%
Emerging Markets Equity	-	-	-	3%	5%	5%
Alternative Equity	-	-	4%	8%	11%	14%
Real Asset	-	3%	3%	4%	5%	6%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Long-term returns forecast (5 to 10 year horizon, before fees):

Return (annualized)	2.9%	3.4%	4.5%	5.5%	6.2%	6.8%
Risk (standard deviation)	4.0%	4.7%	6.8%	9.2%	11.3%	13.3%
<b>RBC Wealth Plan Risk Score</b>	<b>1-10</b>	<b>11-20</b>	<b>21-40</b>	<b>41-60</b>	<b>61-80</b>	<b>81-100</b>

	Fixed Income Only	Very conservative (Profile 1)	Conservative (Profile 2)	Balanced (Profile 3)	Growth (Profile 4)	Aggressive growth (Profile 5)
Long-term returns forecast (5 to 10 year horizon, before fees):						
Return (annualized)	2.88%	3.43%	4.49%	5.50%	6.17%	6.75%
Risk (standard deviation)	3.98%	4.67%	6.81%	9.19%	11.30%	13.27%
Annualized return: ending December 2017						
1 Year	4.41%	7.34%	10.52%	13.67%	16.89%	19.43%
3 Year	2.97%	4.03%	5.50%	6.77%	7.83%	8.67%
5 Year	2.88%	4.38%	6.20%	7.77%	9.16%	10.39%
10 Year	4.61%	4.75%	5.22%	5.44%	5.46%	5.40%
20 Year	5.41%	5.68%	6.38%	6.94%	7.19%	7.27%
Since January 1990	6.70%	6.95%	7.76%	8.39%	8.65%	8.75%
Distribution of returns: January 1990 to December 2017						
Best 12 month return	19.9%	21.1%	29.4%	38.2%	45.0%	51.8%
Median 12 month return	6.6%	7.0%	8.9%	10.7%	12.2%	12.9%
Worst 12 month return	-5.7%	-12.7%	-22.2%	-30.4%	-37.2%	-42.9%
Best 60 month cumulative return	71.7%	73.4%	93.3%	114.8%	136.3%	151.5%
Median 60 month cumulative return	38.3%	35.9%	41.6%	47.0%	51.8%	56.0%
Worst 60 month cumulative return	14.0%	8.9%	2.3%	-3.4%	-9.2%	-15.3%
% Positive calendar years	89.29%	89.29%	82.14%	78.57%	75.00%	75.00%
% Negative calendar years	10.71%	10.71%	17.86%	21.43%	25.00%	25.00%
Max consecutive calendar yrs (+)	18	13	6	10	9	9
Max consecutive calendar yrs (-)	1	1	2	2	3	3
Risk measures: January 1990 to December 2017						
Volatility of returns (std. dev.)	3.78%	4.50%	6.48%	8.71%	10.85%	12.80%
Average drawdown	- 1.49%	- 1.89%	- 3.30%	- 5.51%	- 7.62%	- 9.77%
Average drawdown length (# months)	3.8 Months	2.8 Months	3.6 Months	4.6 Months	5 Months	5.5 Months
Maximum drawdown	- 8.45%	- 13.11%	- 24.57%	- 34.69%	- 42.62%	- 49.15%
Maximum drawdown period*	Mar '08 to Oct '08	May '08 to Oct '08	Nov '07 to Feb '09	Nov '07 to Feb '09	Nov '07 to Feb '09	Nov '07 to Feb '09
Longest drawdown length (# months)	14 Months	15 Months	28 Months	37 Months	41 Months	62 Months
Longest drawdown period**	Mar '08 to Apr '09	May '08 to Jul '09	Nov '07 to Feb '10	Nov '07 to Nov '10	Nov '07 to Mar '11	Nov '07 to Dec '12
US Cash	2%	2%	2%	2%	2%	2%
Fixed Income	98%	78%	58%	38%	18%	-
Equity	-	17%	37%	56%	75%	92%
Real Assets	-	3%	3%	4%	5%	6%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

\*\* Maximum Drawdown Period represents the time period exhibiting the severest peak-to-trough loss (maximum drawdown).

\*\* Longest Drawdown Period represents the time period exhibiting the longest peak-to-trough-to-recovery duration (longest drawdown length)."

Please see the disclosures section for important information regarding the data presented here.

# About us

## John McIntyre

Senior Vice President –  
Financial Advisor  
Consulting Group

Direct: (713) 888-8711  
john.n.mcintyre@rbc.com

I began my career in 1984 as a petroleum land man for MSC Corp, after graduating from the University of Texas at Austin. Shortly after, I joined Merrill Lynch as a financial advisor and continued on to work for some of the country's top financial institutions. In 2017, I made the decision to move my business to RBC Wealth Management, joining as a senior vice president – financial advisor.

I am very active in the community, sitting on the board of Tanglewood Homeowners Association, Costero Men's Breakfast Club, Episcopal High School Dads' Club, Post Oak Little League, and St. Martin's Episcopal Church. I am also a member of the Costero Club, Houston Country Club, and St. Martin's Episcopal Church. I have donated a significant amount of time coaching youth sports and in my spare time I enjoy golfing, tennis and enjoying Houston's dining scene.

I have been married to my wife, Virginia, since 1991 and we have two children, Mary and Mason.

## Stephanie Fexer

Branch Service Manager  
Registered Client Associate

Direct: (713) 888-8738  
stephanie.fexer@rbc.com

Stephanie serves as the primary administrative contact for my clients. She joined RBC Wealth Management in early 2013 and is the branch service manager for the Houston Galleria office. Prior to joining RBC Wealth Management, Stephanie worked in both the branch banking and brokerage areas of the financial services industry. She has both her Series 7 and 66 securities licenses.

Outside of work, Stephanie enjoys horseback riding with her husband and children and spending time with family and friends.



# Notes

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

## John McIntyre

Senior Vice President –  
Financial Advisor  
Consulting Group

Direct: (713) 888-8711  
john.n.mcintyre@rbc.com

## Stephanie Fexer

Branch Service Manager  
Registered Client Associate

Direct: (713) 888-8738  
stephanie.fexer@rbc.com

1980 Post Oak Boulevard, Suite 1630  
Houston, TX 77056



**Wealth  
Management**

**Profile 1:** The focus is capital preservation. The portfolio will typically be invested mainly in fixed income and other low volatility instruments with a small allocation to equities to provide some protection against inflation. The investor in this category has a low tolerance for loss over their investment horizon.

**Profile 2:** The focus is wealth preservation which includes an element of growth to retain the real (inflation-adjusted) value of the portfolio. The portfolio will typically include fixed income instruments as well as some exposure to growth assets. The investor in this category has some tolerance for loss over their investment horizon.

**Profile 3:** The focus is a balance between capital appreciation and wealth preservation. The portfolio may include exposure to all asset classes and carries moderate risk of loss over the investment horizon.

**Profile 4:** The focus is long term capital appreciation with a secondary focus on wealth preservation. The majority of the portfolio will typically be invested in a blend of growth assets. The investor in this category has a higher tolerance for risk over their investment horizon.

**Profile 5:** The focus is the maximization of long term capital appreciation. The portfolio will be invested mainly in growth assets and may have a higher proportion of higher risk investments and possible concentrations. The investor in this category has a high tolerance for risk over their investment horizon.

The following indices have been used for each asset class: USD Cash - Citi Certificate of Deposit 1 Month (USD); Government Fixed Income - Barclays US Aggregate - Government; US Corporate Investment Grade Fixed Income - Barclay's US Aggregate - Corporate (Investment Grade); US Corporate High Yield Fixed Income - Bank of America Merrill Lynch US High Yield; International Fixed Income - Citi Non-USD WGBI, USD hedged; Emerging Markets Fixed Income - JPM EMBI Global Diversified; US Large Cap Equities - S&P 500 Total Return; US Mid Cap Equities - S&P MidCap 400 Total Return; US Small Cap Equities - S&P Small Cap 600 Total Return; International (EAFE) Equities - MSCI EAFE (Net); Emerging Markets Equities - MSCI Emerging Markets (Net); Real Estate - MSCI World Real Estate Index (Net); Commodities - Dow Jones UBS Commodity Index; Lower Volatility Strategies - HFRI Fund of Funds Composite; Higher Volatility and Specialized Strategies - HFRI Equity Hedge (Total) Index.

Prior to January 2001, which is the first month when all indices became available, the following re-weighting methodology is used: Prior to Jan 2001: Emerging Markets Equity is represented by the MSCI Emerging Markets (Gross) index. Prior to Jan 1995: the Real Estate allocation is reallocated to US Large Cap Equities. Prior to Feb 1994: US Mid Cap Equities and US Small Cap Equities are represented by the Russell Midcap and Russell 2000 indices, respectively. Prior to Jan 1994: the Emerging Markets Fixed Income allocation is reallocated to International Fixed Income. Prior to Feb 1991: Commodities is represented by the S&P GSCI Commodities Index. Prior to Jan 1990: Reliable proxies for Lower Volatility Strategies and Higher Volatility Strategies are not available. As a result, longer-term returns for the Core models cannot be provided.

The performance of these models do not reflect advisory fees, commissions or taxes. Past performance is no guarantee of future results.

International investing involves risks not typically associated with U.S. investing, including currency fluctuation, foreign taxation, political instability and different accounting standards.

These asset allocation models represent possible allocations based on responses to questions regarding personal circumstances, financial goals and individual risk tolerance. Asset allocation is only one of the pieces having varying degrees of importance in the overall performance of an investment vehicle. Past performance is never a guarantee of future results. Thus, there is no guarantee or assurances that the portfolio you choose will produce the same results as any of the portfolio asset allocation models illustrated.

This information is not intended to be used as the primary basis of investment decisions. Because of individual client requirements, it should not be construed as advice designed to meet particular investment needs of any investor. The illustrated models are based on different indexes which cannot be invested in. Therefore, estimated expected return rates should not be construed as projecting actual returns of your specific investments.

The estimated expected return rates are forward looking projections based on current market conditions. The following components are considered when determining estimated return rates: forward looking assumptions, historical returns, dividend yield, rate of corporate earnings growth, and changes in the price/earnings ratio, projected inflation, asset class risk premiums and on more subjective considerations that involve economic forecasting.

RBC Wealth Management does not provide tax or legal advice. We will work with your independent tax/legal advisor to help create a plan tailored to your specific needs.