



# WealthTrust

## Asset Management

*Introduction to the*  
**DBS Portfolios**

*Diversified, Balanced, Strategic Investing*

WealthTrust Asset Management

4458 Legendary Dr. Suite 140

Destin, FL 32541

850-460-8444

[www.wealthtrustam.com](http://www.wealthtrustam.com)

## ***Prelude***

***“Success in business can be obtained by identifying and exploiting inefficiencies in the competition.” – John G. McHugh***

The DBS portfolios, managed through WealthTrust Asset Management offer both individual and institutional investors, a customized solution to their investment needs. We provide experienced asset management using a defined process and direct client access to the Chief Investment Officer of the portfolios. While there are many ways in which to measure success, we base the success of our management by how we perform against an assigned “benchmark” for each of our portfolios.

In golf, many players use "par" as a benchmark to judge their performance. Those players who outperform par on a regular basis are considered exceptional. The same can be said for how portfolio managers outperform their assigned benchmark.

Benchmarks (i.e. S&P 500, Russell 2500, and Barclays US Aggregate Bond Index) vary, depending upon the asset mix of a portfolio, but those managers who outperform the assigned benchmark on a long-term basis are considered exceptional.

Because our portfolios are measured against an assigned benchmark index, we view this index as our competition. Fundamental to our success against this competition is the identification of the inefficiencies in the static nature of the stocks within these indexes. Indexes seldom change their holdings, yet many companies within the index underperform.

By using our quantitative approach to stock selection, we hope to identify those underperforming companies and exclude them from our DBS Portfolios. It is our belief that this quantitative approach can result in better performance over time, beating our “competition.”

*Exploiting Inefficiencies in the Competition* – This could be a successful plan in any venture. In the business world, I have found it not only crucial for survival, but beneficial in exceptional portfolio management.

*John G. McHugh, President, Chief Investment Officer*

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## Qualifications



**John G. McHugh, President – Chief Investment Officer**, As the Senior Portfolio Manager of WealthTrust Asset Management, Mr. McHugh manages investment portfolios on a discretionary basis for individuals and organizations who are seeking professional portfolio management services.

John and his team have developed investment management strategies using a quantitative approach to investing. He manages assets for individuals, foundations, hospitals, pension plans and other institutions. With more than 30 years of experience in helping investors and 26 years in private portfolio management, he utilizes his extensive knowledge in constructing portfolios with asset allocations for all levels of risk tolerance. His management of these portfolios, and in particular his selection of equities for these portfolios has offered his investors a disciplined approach to investing with proven results.

Mr. McHugh's background includes a B.S. in business from the University of Missouri in Columbia with an emphasis in accounting and finance. Upon graduation in 1973, Mr. McHugh accepted a job with Monsanto Company in St. Louis and eventually rose to his final position of Director of Financial Reporting. During this employment period with Monsanto, Mr. McHugh passed all four parts of the CPA exam on the initial sitting, though he is not currently a practicing CPA. He remained with Monsanto Company until 1988, when he accepted the position of financial advisor with Merrill Lynch's Private Client Group.

In 1994, John joined Oppenheimer, Inc. in St. Louis, and attended DePaul University's School of Commerce completing the portfolio management course study program. Mr. McHugh's management of client portfolios on a discretionary basis began at Oppenheimer, Inc. through their Omega Portfolio Management Program. In 2000, he moved his financial advisory practice to Prudential Securities, a predecessor firm of Wells Fargo Advisors.

Upon leaving Wells Fargo Advisors, John transitioned his investment management practice to his own Registered Investment Advisory (RIA) company, TAMP Advisory Solutions, LLC (WealthTrust Asset Management is a wholly owned subsidiary of TAMP Advisory Solutions, LLC).



**Darlene S. Duncan, Senior Vice President – Investment Officer**, joins John McHugh as a partner, assisting in portfolio management with a concentration in fixed income securities and technical analysis. A native of Louisville, Kentucky, Darlene brings over 30 years of industry experience. Beginning her career in the mid-1970's with the Kentucky regional firm, Hilliard-Lyons, Darlene's experience as a municipal bond trader offers the group a greater insight to the fixed income markets.

During her long career, she has worked with both regional and national brokerage firms, leaving Wells Fargo Advisors to join John McHugh at TAMP Advisory Solutions. Darlene is the cornerstone of the company, offering knowledge and experience in both an advisory and support capacity.

## Investment Philosophy

***“The market will fluctuate.”***

**– J. P. Morgan**

J.P. Morgan’s words are as true today as they were when he uttered them nearly a century ago. The market will indeed fluctuate – and this creates risk. At any given time, certain sectors of the market may perform better than others, and certain companies (even in the same market sector) may do better than others. What does this mean for the investor? It means that they have to find a way to manage the risk of investing in companies or even entire market sectors so that they have broad exposure to stable or rising sectors and limited exposure to unstable or declining ones. Risk is best managed by maintaining a diversified investment portfolio.

Diversification can be achieved on many levels:

- Industry (for example, health care vs. retail)
- Size of company, otherwise known as market capitalization (for example, small cap. vs. large cap.)
- Geography (Domestic vs. foreign-based)
- Growth rate (For example, fast-growing companies vs. mature companies)
- Cyclical or non-cyclical (for example, steel vs. food).

***“Don’t try to buy at the bottom and sell at the top. It can’t be done except by liars.”***

**– Bernard Baruch**

Bernard Baruch was famous for getting out of the market before the 1929 crash. He later said that he became concerned when shoeshine boys started giving him stock tips. He also made and lost several fortunes in the market. Studies have shown that successful market timing (even by professional investors) is very difficult to achieve – maybe even impossible over the long-term. In our opinion, the most successful investors are usually fully invested in the market through both up and down cycles. While WealthTrust Asset Management primarily advocates being fully invested in the market, we also believe that investors should remain flexible in order to take advantage of opportunities when they arise while attempting to mitigate some of the risk associated with the markets

***“The return of my money is more important than the return on my money.”***

**– Mark Twain**

So, how should an investor allocate his portfolio? What sectors of the market are peaking, falling or rising? How does the investor determine which companies in these sectors to invest in? Who has the time or the expertise to plow through the mountains of information now available? Which analysts or market pundits should they believe in? Before an investor can answer these questions, they need to determine what their tolerance for risk is. Risk means that you may lose some or all of your investment, or that the investment may not gain in value at the desired rate. Diversification can help us reach our goals but of course it doesn’t eliminate the risk of fluctuating prices and uncertain returns. In pursuing financial objectives, investors can choose from a wide range of investment alternatives that vary greatly in their degree and type of risk and potential return.

***“Don’t fall in love with your investment: it won’t fall in love with you.”***  
**- Dr. Steve Sjoggerud**

At WealthTrust Asset Management, we believe that the long-term market price of a stock is ultimately determined by its ability to generate earnings. Wall Street brokerage firms and independent research firms employ professional equity analysts to estimate the earnings growth of the companies they follow in order to develop their estimate of a company’s “fair value” in relation to its current market price. The analysts then determine their Buy, Sell and Hold recommendations for the companies that they follow. For any given stock there may be numerous brokerage analysts following the company and making earnings-per share estimates. These numbers are collected and compared by various services to develop a “consensus” number for Earnings per Share (EPS) for every followed company. In most circumstances, the most recent analyst estimates are the most accurate. When a company announces a quarterly EPS amount that is higher than the consensus number, it is said to have “beat the street number” and may often experience an upward movement in stock price.

***“The best way to double your money is to fold it in half and put it back into your pocket.”***  
**- Kin Hubbard**

At WealthTrust Asset Management, we believe that the real value of brokerage analyst estimates is not in the current consensus but in the trend of positive or negative changes in the individual brokerage analyst estimates from the former consensus. WealthTrust Asset Management uses these EPS estimate (1) changes as a buy/sell signal for each company.

***“The stock market is a world of its own. Fashion and style are big factors in the price of a stock.”***  
**- Seth Glickenhau**

Using an extensive analytical database our proprietary in-depth screening process, WealthTrust Asset Management’s method uses the collective analysis of thousands of analysts following thousands of companies across all market segments to rank prospective companies for its portfolios.

The difficult task at hand is to effectively analyze equities, using reported company data as well as analysts’ forecasts for a company’s future earnings. We use our own methods and experiences to further analyze and decide if a particular company is a potential portfolio selection or if it meets the criteria to remain in a portfolio, taking into account our in-depth analysis and tactical economic outlook. We perform this additional screening process systematically across all stocks analyzed by our quantitative database.

We believe that this provides a strong, yet dispassionate, buy/sell discipline which assists us in avoiding market fads and helps us find or realize real value in companies across market segments that may be currently out of favor or to lighten up on companies or market segments that may be peaking.

## Equity Strategies

### Quantitative Ranking - 'Follow the Earnings'

In the early 2000's, John McHugh realized that in order to be an effective portfolio manager, there was a need for a timely reporting of current earnings estimates, and the need to evaluate those estimates prior to their traditional release date to the average financial advisor. He found and subscribed to an extensive database which offers daily updates to earnings and earnings revisions, in addition to other reported financial data, on over 7,000 publicly traded companies.

***“I believe that earnings estimates\*, and a company's ability to meet those estimates, provide the greatest impact to stock prices.” John G. McHugh***

These companies are analyzed and ranked on a daily basis using a composite of four factors:

1. **Agreement:** The extent to which all brokerage' analysts are in agreement, revising their earnings estimates<sup>2</sup> in the same direction.
2. **Magnitude:** The larger the percentage increase or decrease in analysts' projected quarterly earnings, the more weight is assigned to an earnings estimate change. For example, a 10% increase in the earnings estimate revision is better than a 2% increase and would carry more weight in the analysis.
3. **Upside:** The deviation between the most accurate earnings estimate issued by the analyst who are believed to have the best track record and consensus earnings estimate.
4. **EPS Surprise:** The occurrence of a company's reported quarterly or annual profits-above or below analysts' expectations.

Once analyzed using the four factors above, a ranking of 1-5 is assigned, with 1 representing a strong buy and 5 representing a strong sell.

- 1 - Strong Buy – typically only 5% of stocks analyzed receive this coveted rating
- 2 - Buy – the next 15% (approximately) of stocks analyzed are rated as “BUY”
- 3 - Hold – the majority of stocks analyzed (approximately 60%) fall into this middle category
- 4 - Sell – the next 15% (approximately) of stocks analyzed are rated as “Sell”
- 5 - Strong Sell – the bottom 5% (approximately) of stocks get this rating

\*Earnings Estimate – The expectation of a company's quarterly or annual profits as determined by analysts employed by a variety of financial firms and reporting agencies.



## Equity Strategies - continued

### Objectives for the Equities in our DBS Portfolios

As equity portfolio managers, we focus on two key elements:

#### *Growth of Principal Preservation of Principal*

Most might believe that these two elements are conflicting, and they would be correct. They are not always in balance. But we understand that the majority of investors, even those with growth as their primary investment objective, want a system in place that would help provide some level of principal protection.

The biggest hindrance to accomplishing these goals can be summarized in one word:

#### *Emotion*

Yes, emotion gets in the way of most successful investment management. In the words of Warren Buffett, “Failure comes from ego, greed, envy, fear, imitation.”

At WealthTrust Asset Management we have put systems in place that help minimize emotional investing while helping to manage risk.

Our ***Quantitative Analysis***, as discussed on page 7, helps us select and monitor our equities dispassionately.

Our ***DBS Hedging Strategy*** helps us move out of or into a portfolio’s equity allocation efficiently and without emotion. For this strategy, we currently utilize a trend analysis system that measures current vs. historical market movements and provides a signal as to when equity exposure is recommended to be lightened, and, more importantly when to step back into the market with those assets after a market correction.

To accomplish the strategy, we allocate a percentage of the DBS portfolio’s equity allocation into widely traded, market-based ETFs, such as SPY or QQQ which correspond generally to the price and yield of a broad index. Because of their liquidity, certain broad-based ETFs can be easily traded, and the allocation can be moved into cash, bonds, gold and/or an inverse ETF during market declines, thereby hedging a portion of the equity allocation of the portfolio.

While our hedging strategy comes with no guarantees, we believe that it helps provide our portfolios market protection during long term and significant market shifts, and any investor who lived through the market decline in 2008-2009 understands the importance of this tool.



## DBS Portfolio Selections

WealthTrust Asset Management offers discretionary portfolio management through our Standard Portfolios. The actual allocation for each may vary, dependent upon the portfolio manager's opinion of market conditions and at the portfolio manager's discretion. As such, percentage allocations are approximate and should be used for general informational purposes only. An allocation of cash and precious metal ETFs may be utilized in each portfolio. We recommend that you discuss your objectives, risk tolerance, and timeline with your Financial Advisor before you select a DBS Portfolio.

## The DBS Standard Portfolios

### DBS Standard Equity Portfolios Portfolios *with* Individual Equities

#### DBS Conservative Income and Growth Portfolio (30/70)

A blend of approximately 30% DBS Equities and 70% DBS Conservative Fixed Income. **Investment objective for this blend is preservation of principal, with conservative fixed income as the primary and growth as the secondary objective.**

#### DBS Conservative Growth and Income Portfolio (50/50)

A blend of approximately 50% DBS Equities and 50% DBS Conservative Fixed Income. **Investment objective for this blend is preservation of capital with growth and conservative fixed income.**

#### DBS Moderate Growth and Income Portfolio (60/40)

A blend of approximately 60% DBS Equities and 40% DBS Moderate Fixed Income. **Investment objective for this blend is primarily growth and moderate fixed income.**

#### DBS Total Return Portfolio (70/30)

A blend of approximately 70% DBS Equities and 30% DBS Moderate Fixed Income. **Investment objective for this blend is primarily growth with moderate fixed income as a secondary objective.**

#### DBS Focused Equity Portfolio (All Equity)

A smaller blend of selected DBS Equities from the DBS Long Term Growth Portfolio and the hedging strategy. **Investment objective for this blend is long term growth.**

#### DBS Long Term Growth Allocation Portfolio (All Equity)

An allocation of approximately 100% DBS Equities and the hedging strategy. **Investment objective for this blend is long term growth.**

## DBS Standard Fixed Income Portfolios

The DBS Fixed Income Portfolios are composed of ETFs and Fixed Income securities. No individual equities are held in these portfolios.

### DBS ETF/Mutual Fund Fixed Income Portfolios

EF 1000	EF 2000
Moderate Fixed Income	Conservative Fixed Income
EF 1000 100%	EF 2000 100%

## DBS Standard ETF & Mutual Fund Portfolios Portfolios without Individual Equities

The DBS Standard ETF/Mutual Fund Portfolios have been created through a combination of our DBS EF Equity Portfolios and our DBS EF Fixed Income Portfolios. No individual equities are held in these portfolios.

### DBS ETF Equity Growth Portfolios

EF 3000	EF 3001	EF 3002	EF 3003	EF 3004	EF 3005	EF 3006
	<i>EF3000 &amp; Moderate FI</i>	<i>EF3000 &amp; Moderate FI</i>	<i>EF3000 &amp; Moderate FI</i>	<i>EF3000 &amp; Conservative FI</i>	<i>EF3000 &amp; Conservative FI</i>	<i>EF3000 &amp; Conservative FI</i>
EF 3000 100%	EF 3000 70%	EF 3000 50%	EF 3000 30%	EF 3000 70%	EF 3000 50%	EF 3000 30%
No Fixed Income	EF 1000 30%	EF 1000 50%	EF 1000 70%	EF 2000 30%	EF 2000 50%	EF 2000 70%

### DBS ETF Equity Value Portfolios

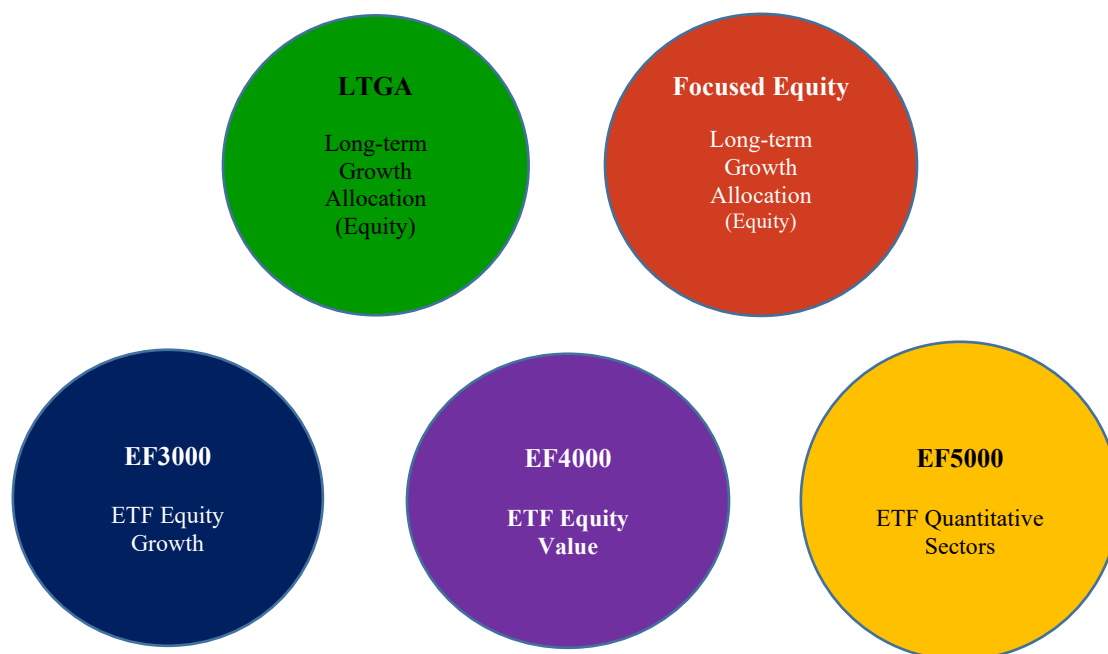
EF 4000	EF 4001	EF 4002	EF 4003	EF 4004	EF 4005	EF 4006
	<i>EF4000 &amp; Moderate FI</i>	<i>EF4000 &amp; Moderate FI</i>	<i>EF4000 &amp; Moderate FI</i>	<i>EF4000 &amp; Conservative FI</i>	<i>EF4000 &amp; Conservative FI</i>	<i>EF4000 &amp; Conservative FI</i>
EF 4000 100%	EF 4000 70%	EF 4000 50%	EF 4000 30%	EF 4000 70%	EF 4000 50%	EF 4000 30%
No Fixed Income	EF 1000 30%	EF 1000 50%	EF 1000 70%	EF 2000 30%	EF 2000 50%	EF 2000 70%

### DBS ETF Quantitative Sectors Portfolios

EF 5000	EF 5001	EF 5002	EF 5003	EF 5004	EF 5005	EF 5006
	<i>EF5000 &amp; Moderate FI</i>	<i>EF5000 &amp; Moderate FI</i>	<i>EF5000 &amp; Moderate FI</i>	<i>EF5000 &amp; Conservative FI</i>	<i>EF5000 &amp; Conservative FI</i>	<i>EF5000 &amp; Conservative FI</i>
EF 5000 100%	EF 5000 70%	EF 5000 50%	EF 5000 30%	EF 5000 70%	EF 5000 50%	EF 5000 30%
No Fixed Income	EF 1000 30%	EF 1000 50%	EF 1000 70%	EF 2000 30%	EF 2000 50%	EF 2000 70%

## DBS Equity Portfolios

### DBS EQUITY PORTFOLIOS



**DBS Long Term Growth Allocation (LTGA):** The LTGA Equity Allocation is comprised of approximately 30-40 primarily large-cap stocks plus the Hedging Strategy which provides additional diversification.

**DBS Focused Equity:** The Focused Equity portfolio is a blend of approximately 12-15 primarily large-cap stocks selected plus the Hedging Strategy which provides additional diversification. Designed for investors who desire a more concentrated allocation to individual equities which are selected from the DBS Long Term Growth Strategy.

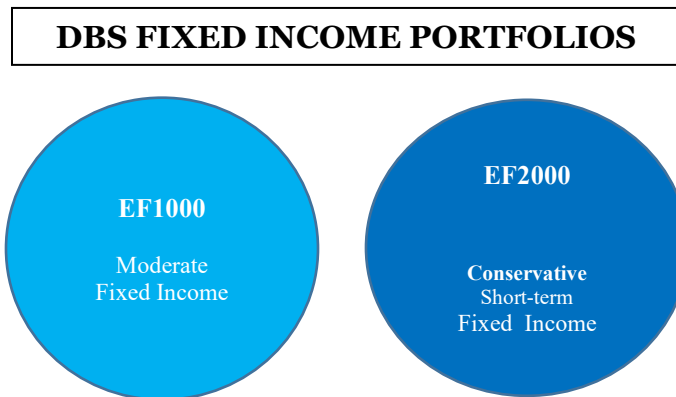
**EF3000, Equity Growth:** This equity-focused strategy seeks to provide above average capital appreciation, utilizing a combination of U.S. Large, Mid-Cap and Small-Cap ETFs. This Strategy employs the Hedging Strategy.

**EF4000, Equity Value:** This equity-focused strategy seeks to provide a stream of regular income through the payment of cash dividends. It utilizes U.S. Large-Cap, Mid-Cap and Small-Cap dividend paying ETFs.

**EF5000, Quantitative Sectors:** This equity strategy seeks to provide long term growth by investing in ETFs based on the S&P 500's ten sectors: Consumer Discretionary, Consumer Staples, Energy, Financials, Healthcare, Industrials, Information Technology, Materials, Telecommunication Services, and Utilities. A quantitative weighting is applied to each of these ETFs according to the manager's analysis of market and sector trends.

## DBS Fixed Income Portfolios

The fixed income portfolios seek diversification through a blending of maturities and credit qualities that we feel are in favor in relation to the current interest rate environment and/or macro-economic environment.



**EF1000, Moderate Fixed Income:** This fixed-income focused strategy is designed for an investor with a Moderate-Income investment objective and has an emphasis on overall yield with the potential for some capital appreciation. This portfolio may employ Exchange Traded Funds (“ETFs”), Open End and Closed End Mutual Funds. .

**EF2000, Conservative Fixed Income:** This fixed-income focused strategy designed for an investor with a Conservative Income investment objective has an emphasis on preservation of capital with the potential for modest capital appreciation. This portfolio may employ Exchange Traded Funds (“ETFs”), Open End and Closed End Mutual Funds.

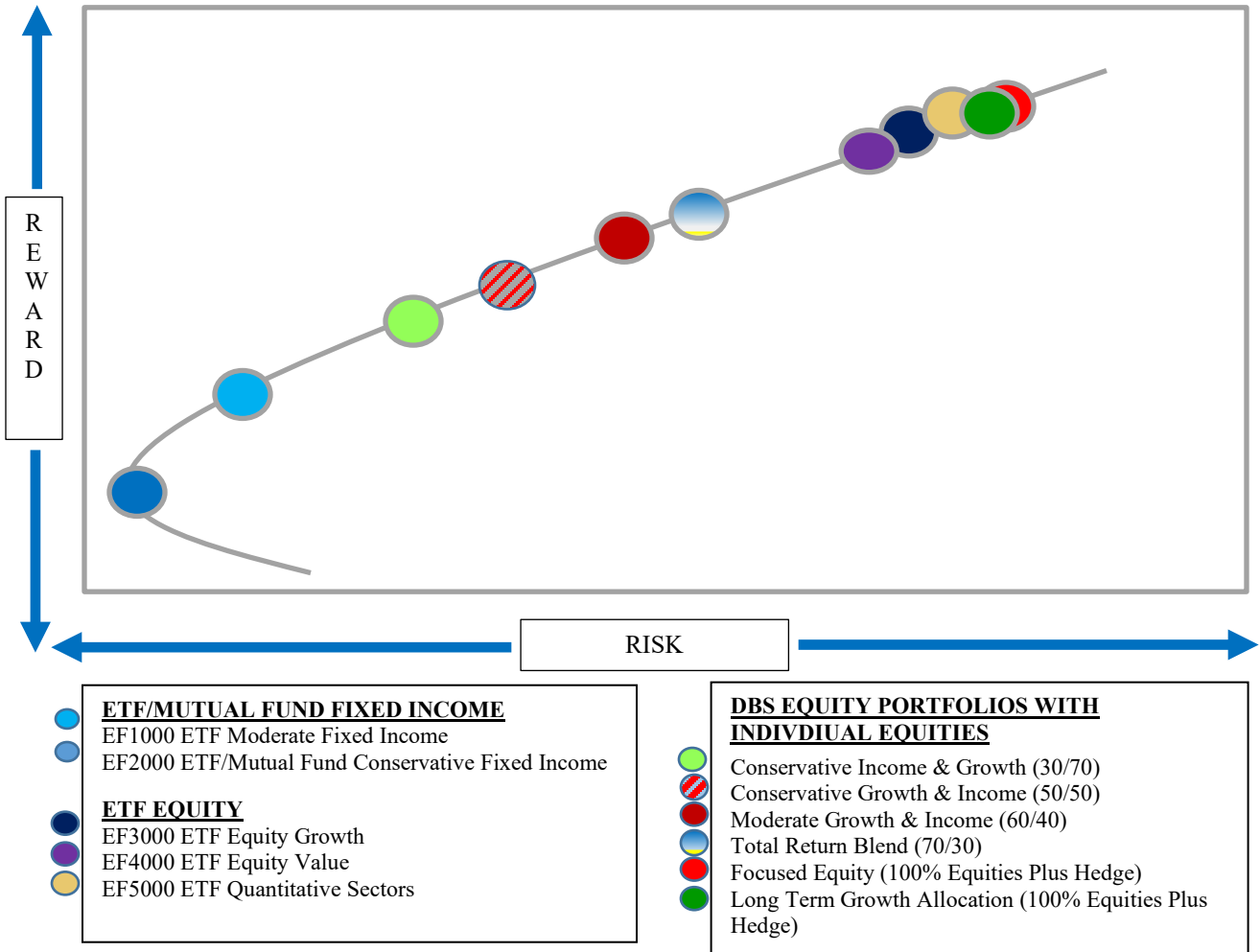
## Risk and the Efficient Frontier

All investors have objectives such as income, growth & income, growth, or trading and speculating. All investors also have risk tolerance, which is the amount of risk of loss they are willing and able to tolerate. Higher risk investments may have the potential for higher returns, but also have the potential for greater losses. Generally speaking, investment objectives are on a spectrum, with "Income" investors generally holding the smallest percentage of higher risk investments and "Trading and Speculation" investors holding the largest percentage of higher risk investments. Similarly, risk tolerances are on a spectrum such that an investor with a "Conservative" risk tolerance will accept less risk than an investor with a "Moderate" risk tolerance; a "Moderate" investor less than a "Long-term" investor; and a "Long-term" investor less than a "Trading & Speculation" investor.

No investment is without risk. Even cash, which seemingly has no risk, is subject to the risk of inflation, producing lower purchasing power during years of inflation. Bonds are subject to risk from inflation, interest rates, economic/geographical changes, tax law changes, and debt service coverage. Equities, which are perceived to have the greatest risk and which, in the past, have provided the greatest total return for long-term investors, have risk from the markets, industry groups, economic/geographical changes, tax law changes and the company's success.

In the early 1950's, a gentleman by the name of Harry Markowitz developed a concept called the "efficient frontier." In its simplest terms, this concept states that a portfolio's risk/return ratio might be reasonably determined by the asset mix contained within that portfolio. This theory has helped advisors and their clients construct an optimal blend of equities and fixed income that would best align with the client's risk tolerance and goals for a given portfolio.

Illustrated below is the Efficient Frontier with a selection of the DBS Portfolios plotted. Percentages are approximate. This is intended to be illustrative in nature and may not be reflective of the actual risk/reward of the DBS portfolio at any given time.



## Investment Objectives and Risk Tolerance

*WealthTrust Asset Management is focused on helping you determine an investment strategy that will present you with the opportunities to help you achieve your goals, while helping to mitigate some of the downside risk inherent to the markets. Tantamount to this process is determining which portfolio is most appropriate, given your goals and objectives, time horizon, financial means and tolerance for risk.*

Below are descriptions of the combined Investment Objective and Risk Tolerance, listed in order of least aggressive to most aggressive for both (Investment Objective and Risk Tolerance) categories. Please carefully consider your Investment Objective and Risk Tolerance for your account.

INVESTMENT OBJECTIVES					
RISK TOLERANCE		Income	Growth & Income	Growth	Trading & Speculation
	Conservative	Conservative Income investors seek the maximum amount of income consistent with a modest degree of risk. They are willing to accept a lower level of income in exchange for lower risk. Higher risk investments, such as high yield bonds and some equities, are typically not a large percentage of the account.	Conservative Growth & Income investors seek the maximum growth and income consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities, generally dividend paying equities, may be some percentage of the account.	Conservative Growth investors seek maximum growth consistent with a relatively modest degree of risk. They are willing to accept lower potential returns in exchange for lower risk. Equities may be a significant percentage of the account.	Trading and Speculation
	Moderate	Moderate Income investors seek to balance the potential risk of capital loss with increased income potential. Higher risk investments, such as high yield bonds and some equities, may be some percentage of the account.	Moderate Growth & Income investors seek to balance the risk of capital loss with higher potential growth and income. High yield bonds and equities, generally dividend paying equities, may be a significant percentage of the account.	Moderate Growth investors seek to balance the potential risk of capital loss with their goal of higher potential growth. Equities may be the primary asset in the account.	investors seek out maximum return through a broad range of investment strategies, which generally involve a high level of risk, including potential for significant loss of investment capital.
	Long-Term	Long-term Income investors seek a significant level of income, are financially able and willing to risk losing a substantial portion of investment capital, and, due to their long-term horizon or other factors, they employ higher risk strategies that may offer higher potential income. Higher risk investments, such as high yield bonds and some equities, may be a significant percentage of the account.	Long-term Growth & Income investors seek a significant level of growth and income, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long-term horizon they pursue high risk, more aggressive strategies that may offer higher potential returns. High yield bonds and equities, generally dividend paying equities, may be the primary assets in the account.	Long-term Growth investors seek a significant level of growth, are financially able and willing to risk losing a substantial portion of investment capital, and due to their long-term time horizon, they employ higher risk, more aggressive strategies that may offer higher potential returns. Higher risk investments such as equities may be as much as 100% of the account.	

## Investment Objectives and the DBS Portfolios

Investment Objectives and the DBS Portfolios				
		Income	Growth & Income	Growth
<b>RISK TOLERANCE</b>	<b>Conservative</b>	<ul style="list-style-type: none"> <li>• EF 2000 (Conservative Fixed Income)</li> </ul>	<ul style="list-style-type: none"> <li>• EF3003</li> <li>• EF3006</li> <li>• EF4003</li> <li>• EF4006</li> <li>• EF5003</li> <li>• EF5006</li> <li>• DBS Cons Income &amp; Growth</li> <li>• DBS Cons Growth &amp; Income</li> </ul>	N/A
	<b>Moderate</b>	<ul style="list-style-type: none"> <li>• EF 1000 (Moderate Fixed Income)</li> </ul>	<ul style="list-style-type: none"> <li>• EF3002</li> <li>• EF3005</li> <li>• EF4002</li> <li>• EF4005</li> <li>• EF5002</li> <li>• EF5005</li> <li>• DBS Moderate Growth &amp; Income</li> </ul>	<ul style="list-style-type: none"> <li>• EF4000</li> <li>• (Value)</li> </ul>
	<b>Long-Term</b>	N/A	<ul style="list-style-type: none"> <li>• EF3001</li> <li>• EF3004</li> <li>• EF4001</li> <li>• EF4004</li> <li>• EF5001</li> <li>• EF5004</li> <li>• DBS Total Return</li> </ul>	<ul style="list-style-type: none"> <li>• EF 3000 (Growth)</li> <li>• EF5000 (Quantitative Sectors)</li> <li>• DBS Focused Equity</li> <li>• DBS Long Term Growth Allocation (LTGA)</li> </ul>



# The “17 Point Check” Equity Portfolio Review

*Informed Decisions Begin with an  
Equity Portfolio Review*

Our vast quantitative database provides the foundation for our stock analysis system. In order to analyze the categories, we feel are important, we put the quantitative database through our own screening process, drilling down and placing weight on categories and changes we feel most important. After screening and analyzing the data, we compile seventeen categories, or “points,” we feel most important into a report we call “17 Point Check.”

## **Q: What is a “17 Point Check” Equity Portfolio Review (EPR)?**

**A:** An EPR is a powerful planning tool that provides investors and their advisors with the information necessary to help effectively structure their equity portfolio to meet their desired goals. It consists of an evaluation of the investor’s equity positions to help determine whether the investor’s investment performance goals, risk tolerance and equity asset allocation are being effectively met. Alternative strategies may be discussed that seek to improve a portfolio’s performance, manage risk and provide a more diversified portfolio of appropriate growth, capitalization or investment income.

## **Q: What are the benefits of an EPR?**

**A:** Determine Goals, Analyze Diversification, Ascertain Risk Tolerance, and Evaluate Alternative Strategies

**To Determine the Investor’s Goals –** An EPR begins with an investor interview by their Advisor and initial portfolio evaluation. We believe that a clear understanding of the investor’s goals and desired outcome will provide the foundation for formulating a suitable portfolio to address the investor’s specific needs.

### **To Analyze the Diversification and Correlation of the Current Equity Portfolio –**

Having a thorough understanding of the scope and types of risk concentration helps investors and their advisors determine an appropriate alternative. Through our analysis, we will help you understand the benefits of a truly diversified equity portfolio in seeking their investment goals, while managing equity portfolio risk.

**To Ascertain the Investor’s Risk Tolerance –** The EPR can help provide insight into the investor’s perceived risk tolerance and help the investor and their advisor understand how to structure a portfolio to assist them in achieving their desired outcome.

**To Evaluate the Different Types of Strategies Available –** The EPR is designed to provide an understanding of the available equity investment options given the investor’s unique goals, risk tolerance and objectives. It will also help illustrate how our strategies can help them diversify their equity portfolio by size of company, industry, growth rate, and income potential; all while working to manage risk and seek better potential performance that the investor may achieve on their own.

## **IMPORTANT DISCLOSURES REGARDING THE DBS PORTFOLIO STRATEGIES**

Mutual Funds and Exchange Traded Funds are subject to risks similar to those of stocks. Investment returns may fluctuate and are subject to market volatility, so that an investor's shares, when redeemed or sold, may be worth more or less than their original cost.

Investments and investment strategies contained are provided for informational purposes only. We would need to review your individual situation before recommending appropriate strategies to you. Stocks offer long-term growth potential but may fluctuate more and provide less current income than other investments. Fixed income investments may be worth less than original cost upon redemption or maturity. The DBS Portfolios may not be suitable for all investors.

The prices of mid-cap company stocks are generally more volatile than large company stocks. They often involve higher risks because mid-cap companies may lack the management expertise, financial resources, product diversification and competitive strengths to endure adverse economic conditions.

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WealthTrust Asset Management  
4458 Legendary Dr., Suite 140  
Destin, FL 32541

Phone: 850-460-8444  
Toll Free 844-460-8444

Website: [www.wealthtrustam.com](http://www.wealthtrustam.com)