

When you work with AssetMark, you're backed by  
a team of **due diligence experts** with a  
**disciplined approach** to investment research....



We search the universe of over

**850 investment managers**

looking for approaches and capabilities that  
fit into the way we construct portfolios

Our team of experienced due diligence professionals has  
**knowledge, contacts** and  
**experience** that goes beyond a database



We look for managers who offer innovative  
solutions and appreciate advisors' needs for

**transparent** and **disciplined** processes

We evaluate the candidates for characteristics that will  
**complement** our existing strategists



The team's extensive 6-step review  
includes a comprehensive evaluation and

**visits to strategist's offices**

The team presents  
**final recommendations**  
to the Investment Committee



**It's like a background  
check for your portfolio**



Our solutions fit into, and complement,  
our investment lineup, providing advisors with a  
**range of solutions** in each category,  
and **diverse approaches** to investing

# The **Ins** and **Outs** of adding and removing strategists from our platform

## In

Value-added strategies that complement the offerings on our platform



Experienced, tenured teams



Repeatable investment processes



Performance in-line with the stated investment and risk management philosophy



## Out

Strategies that exhibit unexpected or unexplained performance

Key personnel turnover

Shift in investment process or philosophy

Ongoing performance that prompts questions about the effectiveness of the investment philosophy

**35** portfolio strategists added to the platform

**15** strategists removed

Since  
**1996**

We continually monitor our investment providers and check in **each quarter**

We **publish** the results of our in-depth reviews and updates to help you understand the strategy's strengths, issues and expected performance patterns

### AssetMark, Inc.

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All investments involve the risk of potential investment losses as well as the potential for investment gains. Prior performance is no guarantee of future results. No amount of due diligence conducted on portfolio strategists can guarantee a successful investing experience. This information is not a solicitation for investment, but is intended only as a discussion of certain economic or finance related topics, or as a general discussion of certain services offered to financial advisors through the AssetMark platform. Opinions are those of AssetMark and may change at any time. Investors seeking more information about the investments available on the AssetMark platform should discuss with their financial advisor. Prior to making any investment decision, investors should always discuss their particular situation with both a qualified financial advisor and a qualified tax advisor. Financial advisors may seek more information regarding all services offered through the AssetMark platform by contacting AssetMark at 800-664-5345.

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