

# Invest for Success



- In business since 1977
- Listed on the New York Stock Exchange (PRI)
- More than 5 million lives insured through our life companies
- The largest independent financial services marketing organization in North America
- More than \$728 billion of life insurance in force
- An average of \$3.5 million in benefit claims is paid every day
- Investment clients have more than \$52 billion in asset values in their Primerica investment accounts

(As of, or for the year ended, December 31, 2016. Primerica refers to Primerica and its affiliated companies.)

*You should carefully consider a mutual fund's risk, fees, charges and expenses before investing. The prospectus contains this and other information about mutual funds. You should read and carefully consider this information before investing. Prospectuses are available from your PFS Investments registered representatives.*

*Primerica refers to Primerica and its affiliated companies. Securities offered by PFS Investments Inc.*

## How Most People Save

You invest \$10,000 at a four percent rate of return with your local bank ...

You earn interest for the year:	\$400
But you pay \$100 in taxes on that interest at 25%:	-\$100
So your net earnings are:	\$300
Your resulting balance would be:	\$10,300
... but if inflation is 3%, your buying power would be reduced to:	\$10,000

You would have actually earned no gain to your purchasing power!

### ? Can you afford a guarantee?

This is a hypothetical situation. If your tax bracket is not 25%, results will vary.

## Become an Owner, Not a Loaner

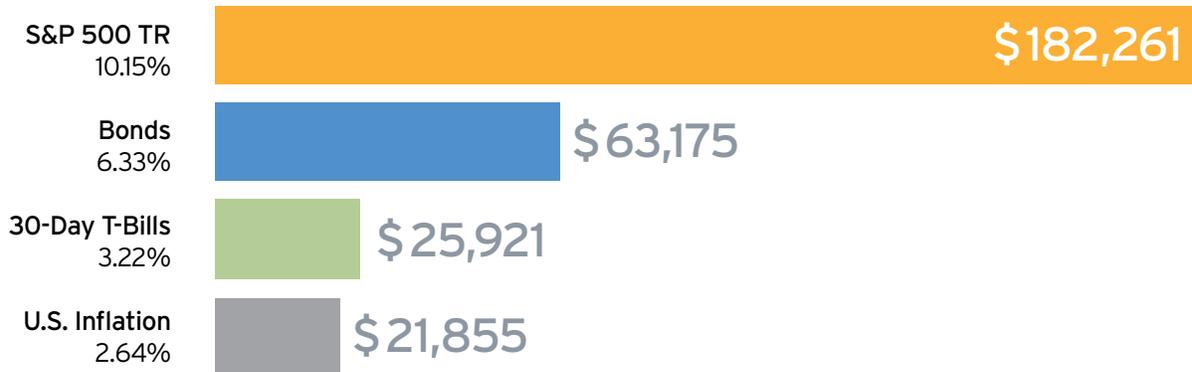


Savings Accounts, CDs, Cash Value Life Insurance = Historically Low Rates of Return

CDs and savings accounts are generally FDIC insured up to \$250,000.

## Rate of Return Is the Key

Growth of a \$10,000 Investment (December 31, 1986 to December 31, 2016)

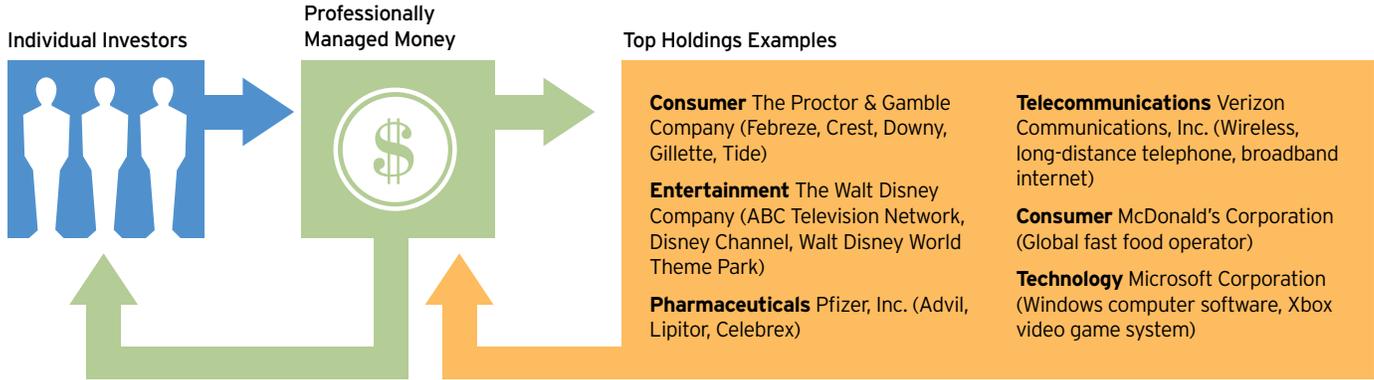


### ? What kind of return do you need to reach your goals? How can you invest to reach them? Investing in mutual funds may be a very good way!

Source: Morningstar. **Past performance is no guarantee of future results. This chart is for illustrative purposes and does not represent an actual investment. Further, the returns do not reflect the past or future performance of any specific investment. All investments involve risk including loss of principal. The figures in the chart above assume reinvestments of dividends. They do not reflect any fees, expenses or tax consequences, which would lower results.** Because these indices are not managed portfolios, there are no advisory fees or internal management expenses reflected in their performance. Investors cannot invest directly in any index. The figures represent an initial investment of \$10,000. The Standard & Poor's 500(R), which is an unmanaged group of securities, is considered to be representative of the stock market in general. Barclays U.S. Aggregate Bond Index: Often referred to as "the S&P 500 Index of bonds," the Barclays U.S. Aggregate Bond Index represents the dollar-denominated, investment-grade, fixed-rate, taxable U.S. bond market. The index includes government and corporate securities, mortgage-backed securities, and asset-backed securities, with maturities of at least one year. The U.S. 30-Day T-bills are government backed short-term investments considered to be risk-free and as good as cash because the maturity is only one month and are represented by the IA SBBI US 30 Day TBill TR index. Treasury Bills are secured by the full faith and credit of the U.S. Government and offer a fixed rate of return, while an investment in the stock market offers no such guarantee. Inflation history is represented by the IA SBBI US Inflation index. Investors cannot invest directly in any index.

# One of the Most Effective Long-Term Investment Vehicles

## Mutual funds. What are they?

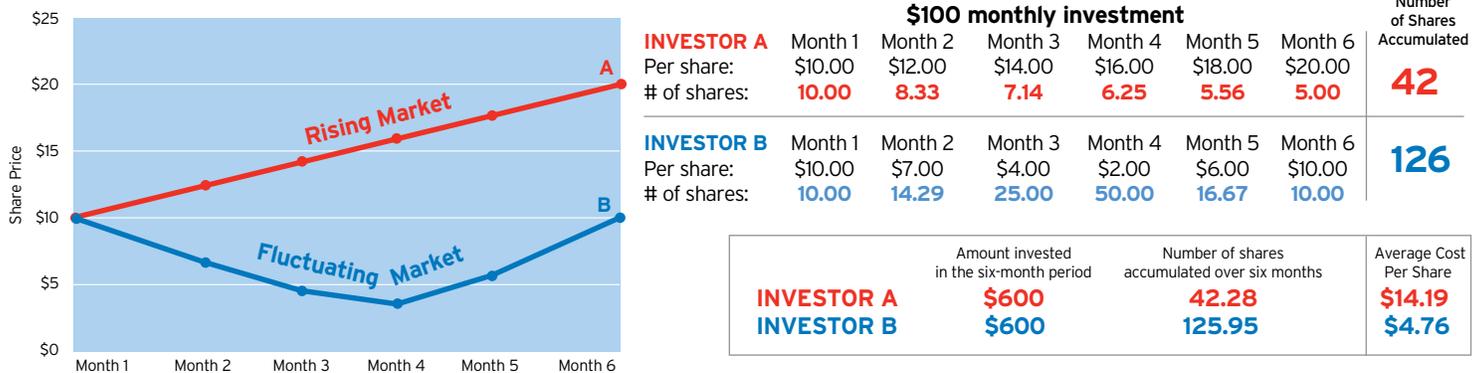


**? Did you know the typical mutual fund holds more than 150 stocks on average?**

Note: Each mutual fund invests differently. Read the mutual fund's prospectuses to determine how a fund may invest and to determine its current holdings. Mutual funds are actively managed portfolios and incur advisory fees and internal management costs. The value of a fund fluctuates and, shares, when redeemed, may be less than the original value. Investments in mutual funds involve risk including loss of principal. Source: Morningstar. Average based on 3,276 U.S. domestic equity open-end funds.

## Dollar-Cost Averaging : A Proven Fundamental Method

Systematic Investing allows you to use dollar-cost averaging to build wealth over the long term. Investor A invests \$100 a month in a rising market. Investor B invests \$100 a month in a fluctuating market. Which example would you prefer?



Dollar-cost averaging is a technique for lowering average cost per share over time. Dollar-cost averaging cannot assure a profit or protect against loss in declining markets. Investors should consider their ability to continue to invest in periods of low-price levels. These values are hypothetical and not intended to reflect any specific market period.

## Take Advantage of Tax-Deferred Savings

- Individual Retirement Account (IRA)
- Other Tax-Deferred Savings Accounts\*

Invest \$10,000 per year for 30 years at a 9% rate of return

**TAX-DEFERRED**

**\$1,537,100**

**TAXABLE**

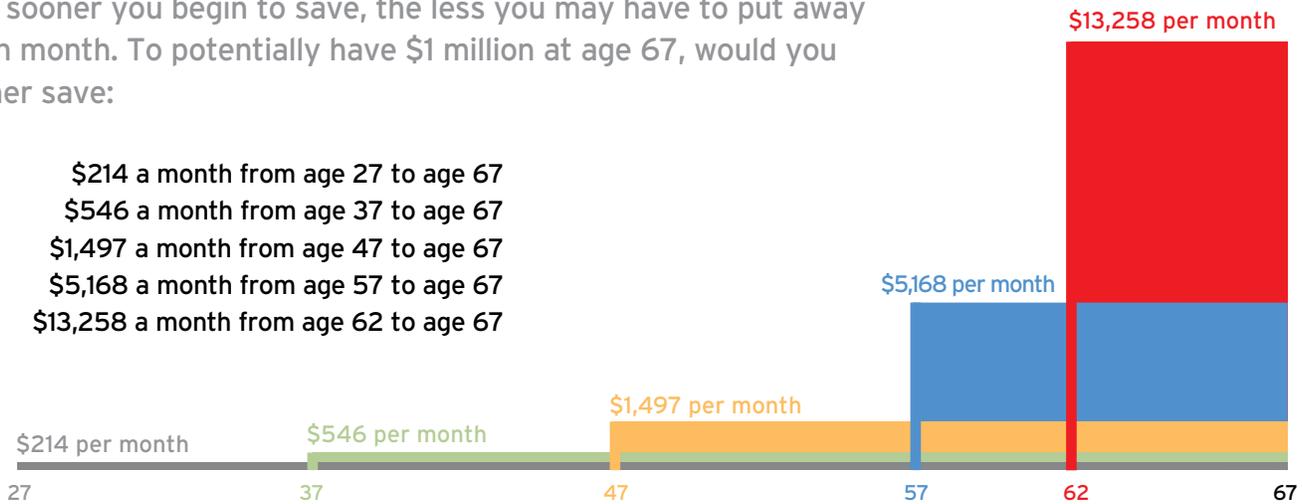
**\$739,900**

\*Earnings from tax-deferred accounts may be subject to taxation upon withdrawal. This chart represents a hypothetical investment, assuming the stated annual nominal rate of return compounded monthly, over a specific time period. This hypothetical uses a constant rate of return unlike actual investments, which will fluctuate in value. This example does not take inflation or applicable fees into account which will lower results. The taxable account is calculated using a 25% income tax bracket. For purposes of comparison, if your tax bracket is not 25%, results will vary. Also, withdrawals before age 59 1/2 are subject to ordinary taxes and may be subject to a 10% penalty. Lower maximum tax rates on capital gains dividends would make the return of the taxable investment more favorable, thereby reducing the difference in performance between the types of accounts shown. Investors should consider their personal investment horizon and tax bracket, both current and anticipated, when making an investment decision, as these may further impact the results of the comparison.

# Don't Pay the High Cost of Waiting

The sooner you begin to save, the less you may have to put away each month. To potentially have \$1 million at age 67, would you rather save:

- \$214 a month from age 27 to age 67
- \$546 a month from age 37 to age 67
- \$1,497 a month from age 47 to age 67
- \$5,168 a month from age 57 to age 67
- \$13,258 a month from age 62 to age 67



**At age 67, it's too late!**

This is a hypothetical and does not represent an actual investment. This hypothetical assumes a constant nominal 9% rate of return compounded monthly, unlike actual investments which will fluctuate in value, and does not include taxes or fees which would lower returns.

## Set Up a Complete Savings Program with These Accounts

### A Short Term Account

Money to last up to two years to cover unexpected expenses  
 Account type: Money Market\*  
 - Emergencies  
 - Uncovered medical expenses  
 - Major car repair

### Wealth Building Accounts

Enough money to live comfortably throughout your retirement years  
 Account type: Mutual funds in tax-deferred accounts:\*\*  
 - Roth or Traditional IRA  
 - 401(k), 403(b), etc.

**?** You may also want to consider an investment account to meet your intermediate goals such as a down payment on a car or house, a vacation, college savings, etc. **To get where you want to be, you need to take the first step. Are you ready to get started?**

\*\*Withdrawals before 59 1/2 may be subject to ordinary taxes and a 10% tax penalty. Consult your tax advisor with questions.

## Make Your Investing Decisions with Confidence

Asset allocation aims to solve the fundamental challenge of constructing a portfolio that will provide the highest potential level of return over the long run for a given level of risk. The PFS Investments models include five basic risk levels that are designed to meet the needs of most investors. The Investment Profile Questionnaire helps to determine which model is appropriate based on your responses.

Our Investment Profile Questionnaire is used as a guide to determine your investing style.

### Why Choose PFS Investments Inc.?

- Access to some of the most recognized and reputable portfolio managers in the industry
- Asset allocation guidance based on industry leading expertise from Ibbotson Associates, a Morningstar Company. Morningstar is the leading provider of independent investment data, tools and research.
- Custom-built model portfolios to meet your investment objectives and risk tolerances

\* An investment in a money fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it is possible to lose money by investing in the fund.



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