How can you reach your financial goals and dreams?

Let Primerica help you make the most of your money.

- In business **since 1977**
- **More than 2 million clients** maintain investment accounts with us.
- 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).

Most people don't plan to fail, they fail to plan.

Today's Financial Challenges

63% of Americans can't deal with a $500 emergency.
Marketwatch.com, "Most Americans are One Paycheck Away from the Street," Jan. 31, 2016

More than half of workers and/or their spouse have less than $25,000 in total savings and investments.
Employee Benefit Research Institute, 2016 Retirement Confidence Survey

Less than half of workers (48%) report they and/or their spouse have not tried to calculate how much money they will need to have saved by the time they retire so that they can live comfortably in retirement.
Employee Benefit Research Institute, 2016 Retirement Confidence Survey

Only 21% of workers surveyed said they were 'very confident' about having enough money to live comfortably through retirement.
Employee Benefit Research Institute, 2016 Retirement Confidence Survey

> How do you feel about your current financial situation?

Pay Yourself First!

Here are some simple concepts that can help you learn the basics of investing and the benefit of having time on your side:

1. Put yourself at the head of the line.
- Rule of thumb: save 10% of your income
- Treat it as a bill that you owe to yourself and your family

2. Set up a complete savings program.
Three accounts, three distinct purposes:

Account	Purpose
Emergency	Cover unforeseen expenses
Short-Term	Loss of job, planned purchases, etc.
Wealth-Building	Retirement, long-range savings (college fund, etc.)

> Do you have a program in place for a comfortable retirement?

How Most People Save

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

You earn interest for the year:	$100
But you pay $25 in taxes on that interest at 25%:	-$25
So your net earnings are:	$75
Your resulting balance would be:	**$10,075**
... but if inflation is 3%, your buying power would be reduced to:	**$9,782**

You would have actually lost purchasing power!

Become an Owner, Not a Loaner

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

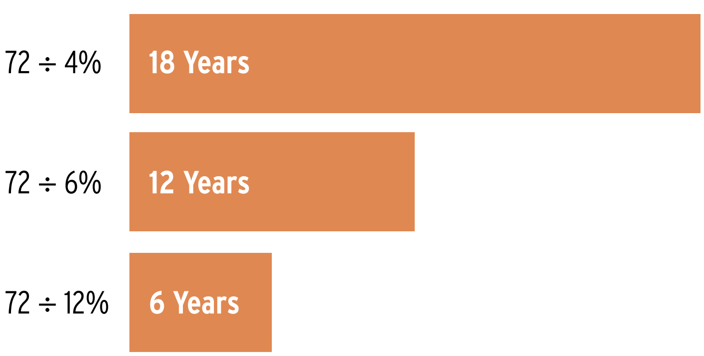
CDs and savings accounts are generally FDIC insured up to $250,000.

> Can you afford a guarantee?

This is a hypothetical situation. The hypothetical uses a 25% tax bracket.

The Rule of 72

This simple calculation (72 ÷ the interest rate) gives you the approximate number of years it may take you to double your savings.



Number of Years	4% Return	6% Return	12% Return
0	$ 10,000	$ 10,000	$ 10,000
6			$ 20,000
12		$ 20,000	$ 40,000
18	$ 20,000		$ 80,000
24		$ 40,000	$ 160,000
30			$320,000
36	$ 40,000	$ 80,000	$640,000

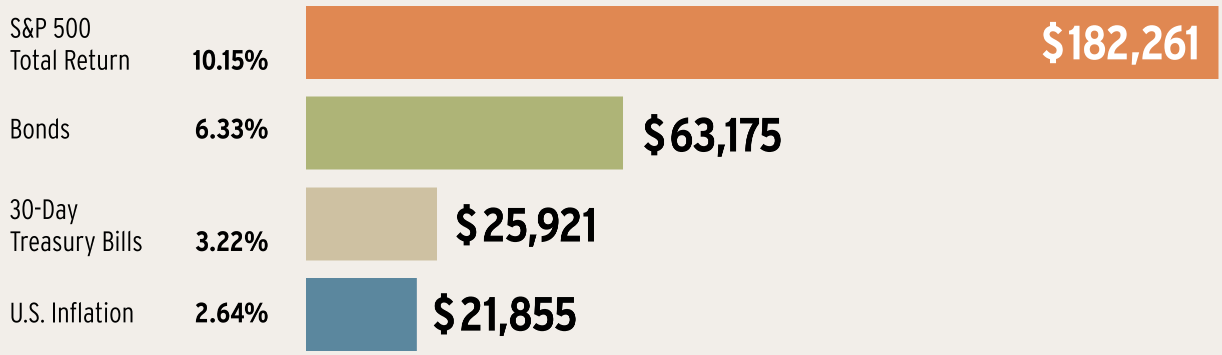
Based on the Rule of 72, **a one-time contribution of $10,000 doubles 4 more times at 12% than at 4%.**

This table serves as a demonstration of how the Rule of 72 concept works from a mathematical standpoint. It is a hypothetical and not intended to represent an investment. The chart uses constant rates of return, unlike actual investments which will fluctuate in value. It does not include fees or taxes, which would lower performance.

> How many doubling periods do you have in your life?

Rate of Return Is the Key

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



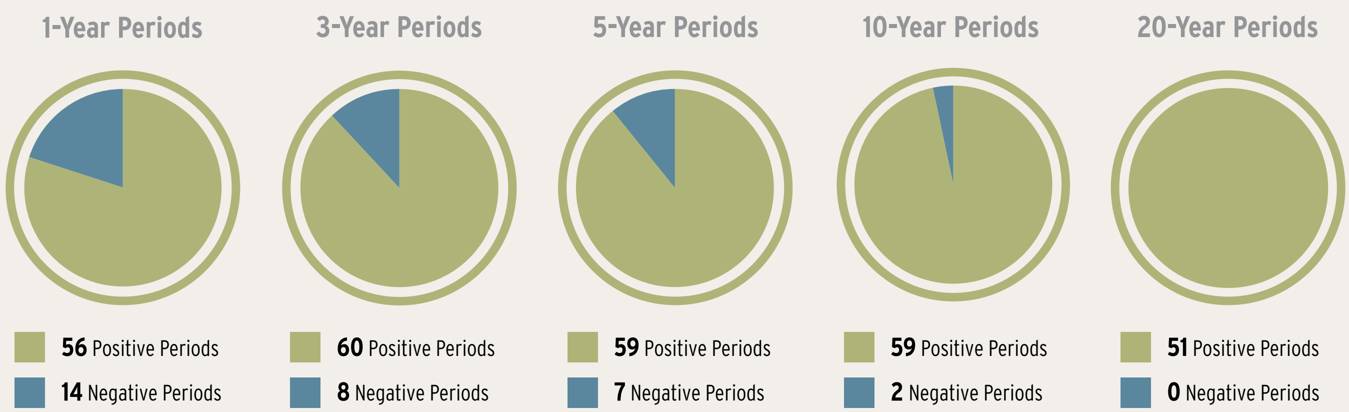
> What kind of return do you need to reach your goals? How can you invest to reach them?

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 T-Bill 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.

Think Long Term

Historically, the market has rewarded the patience of long-term investors with more positive years than negative years. Look at the record of positive results over calendar periods, from **January 1947** through **December 2016.**



> What has been your experience in the market?

These rolling time periods begin January 1947 with each subsequent time period beginning again January of the following year. The final rolling periods of each are as follows: 1-Year Periods (January 1, 2016 - December 31, 2016); 3-Year Periods (January 1, 2014 - December 31, 2016); 5-Year Periods (January 1, 2012 - December 31, 2016); 10-Year Periods (January 1, 2007 - December 31, 2016); and 20-Year Periods (January 1, 1997 - December 31, 2016).

Source: Morningstar. **Past performance is no guarantee of future results. This chart is for illustrative purposes and does not represent an actual investment. 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.** The Standard & Poor's 500®, which is an unmanaged group of securities, is considered to be representative of the stock market in general. The data assumes reinvestment of all income and does not account for taxes or transaction costs. Because these indices are not managed portfolios, there are no advisory fees or internal management expenses reflected in their performance and investors cannot invest directly in any index.

What's an effective long-term investment vehicle? Mutual Funds

What is a mutual fund?

A mutual fund is an investment that pulls together money from individuals, called investors, to buy stocks and bonds from a wide range of companies. In other words, a mutual fund is a professionally managed "pool" of money.

Individual Investors | Professionally Managed Money | Top Holdings Examples

CONSUMER
The Procter & Gamble Company
(Febreze, Crest, Downy, Gillette, Tide)

ENTERTAINMENT
The Walt Disney Company
(ABC Television Network, Disney Channel, Walt Disney World Theme Park)

PHARMACEUTICALS
Pfizer, Inc.
(Pharmaceuticals including: Advil, Lipitor, Celebrex)

TELECOMMUNICATIONS
Verizon Communications, Inc.
(Wireless voice and data, long-distance telephone, broadband Internet)

CONSUMER
McDonald's Corporation
(Global fast food operator)

TECHNOLOGY
Microsoft Corporation
(Windows computer software, Xbox video game system)

How does it work?

The stocks and bonds that the mutual fund buys are known as securities, and they make up the assets of the fund. Many funds invest in companies you have grown to trust with familiar brands and products, many of which you probably own in your home. Mutual funds commonly invest in companies like those in the example above.*

Do you recognize any familiar names?

What other products or services do you use or rely on daily? Buying these stocks individually can require substantial capital. Mutual funds are an affordable way to share in the performance of many companies.

Together, all of the stocks make up the fund's portfolio. When you invest in a mutual fund, you are actually buying shares of that fund – your portion of what is invested in all of the stocks that make up the portfolio. Each investor is a shareholder.

Did you know?

The typical mutual fund holds more than 150 stocks on average.

Source: Morningstar. Average based on 3,276 U.S. domestic equity open-end funds.

Mutual funds earn money three ways:

- Dividends
- Capital Gains
- Capital Appreciation

Should any of these be earned, they may be subject to taxation. Also note that the value of a fund may fluctuate.

Why own a mutual fund?

1. Professional money management
2. Diversification of assets
3. Growth potential
4. Affordability
5. Liquidity

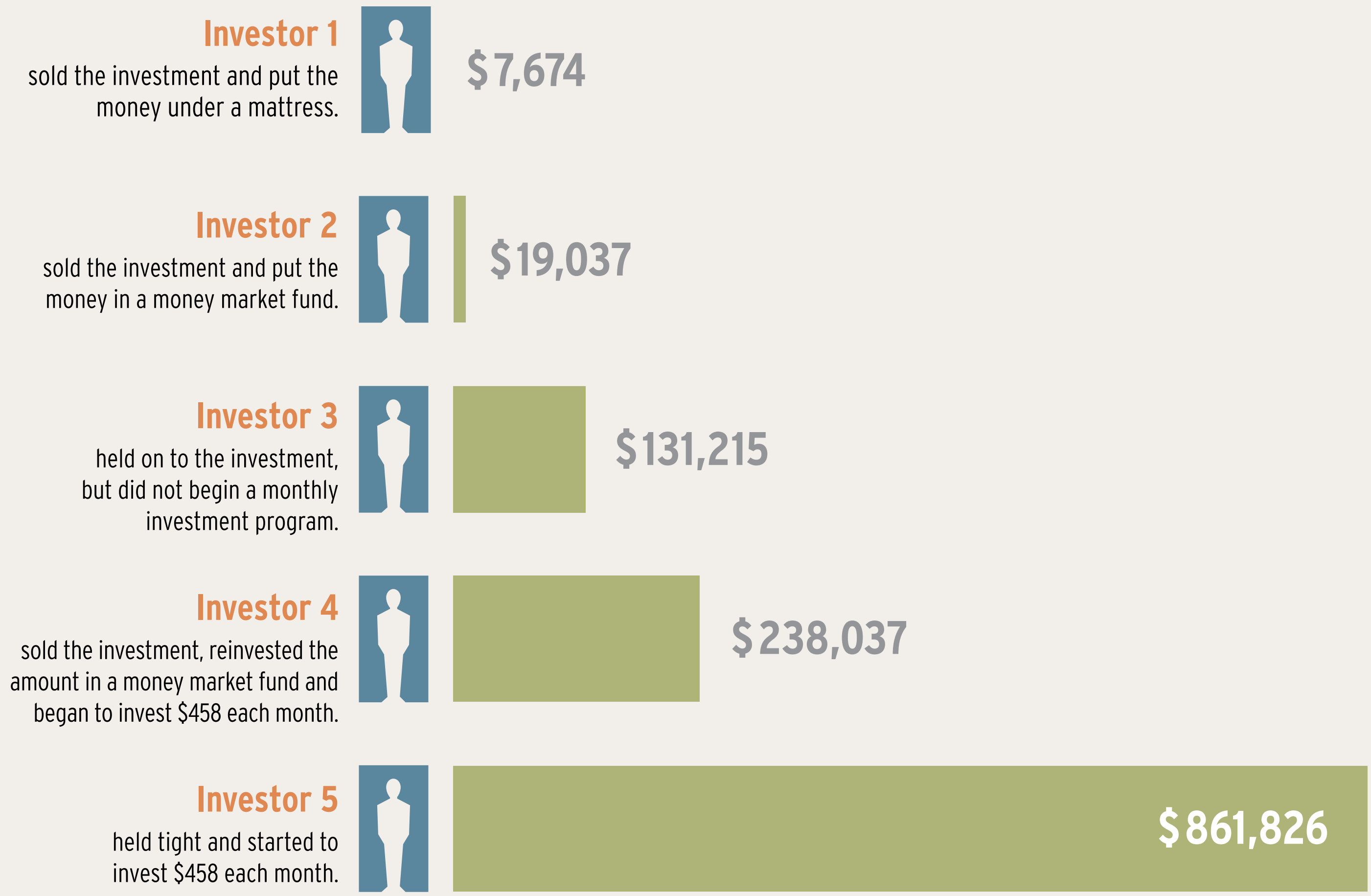
Mutual funds are not guaranteed against a loss. Mutual funds also have costs and fees that are attributable to management and distribution.

*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, when redeemed, may be less than the original value. Investments in mutual funds involve risk and do not assure a profit. List of companies does not constitute a recommendation to buy or sell securities.

If mutual funds are the investment source of a qualified retirement account, withdrawals prior to age 59 1/2 may be subject to ordinary income tax and early withdrawal penalties.

A Tale of Five Investors

Five investors each **invested $10,000** at the height of the market on **August 31, 1987** and kept their investments through the market crash in October. By the end of **October 1987,** each investor was left with **$7,674.** How did they react to the decline in the market? The chart below shows hypothetical outcomes for each of the five investors as of the end of 2016:



> How would you react?

Ending amounts as of December 31, 2016, based on five different actions taken on October 31, 1987.

Source: PFS Investments Inc. and Morningstar. The chart above illustrates a hypothetical investment of $10,000 invested in an investment that performed similar to the S&P 500 TR Index on August 31, 1987, near the market high, and then the subsequent financial impact of various investment strategies on a portfolio implemented on October 31, 1987, after the market crash on October 19, 1987 through December 31, 2016. Investors 4 & 5's monthly contributions began November 30, 1987. The Standard & Poor's 500 ®, which is an unmanaged group of securities, is considered to be representative of the stock market in general. An investor cannot invest directly in an index. The average annualized return of the S&P 500 from the period 12/31/86 - 12/31/16 was 10.15%.

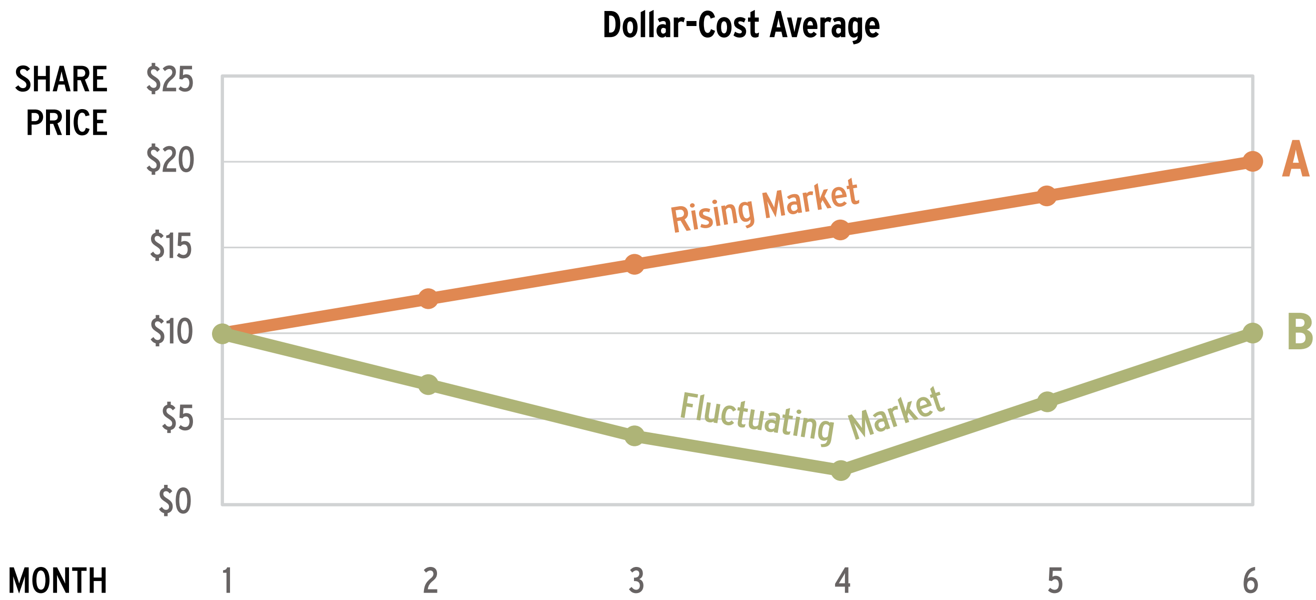
The performance data quoted represents past performance. ***Past Performance does not guarantee future results.*** *Investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than performance data quoted in the chart above. The performance data quoted does not reflect the deduction of the sales load or fee, which if reflected, would reduce the performance quoted. The investor 2&4 examples use Western Asset Liquid Reserves N (CIRXX) as the basis for their dollar values (USD). The performance data current to the most recent month end can be found on www.leggmason.com/individual investors by entering 'CIRXX' into the 'Jump to a Product' search tool. The month end current 7 day yield was 0.24% as of February 24, 2017.*

An investment in a money market 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.

Systematic investing cannot assure a profit or protect against loss in declining markets. Since systematic investing involves continuous investments over time regardless of fluctuating price levels, the investor should consider his or her ability to continue to invest in periods of low price levels. The value of stocks will fluctuate based on market conditions. Stocks are not insured.

Systematic Investing: A Proven Method

Systematic Investing allows you to use dollar-cost averaging to build wealth over the long term. **Which example would you prefer?**



Investor A		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Number of Shares Accumulated
Invests	Per share:	**$10.00**	**$12.00**	**$14.00**	**$16.0**	**$18.00**	**$20.00**	
$100/ month	# of shares:	10.00	8.33	7.14	6.25	5.56	5.00	42

Investor B								Number of Shares Accumulated
Invests	Per share:	**$10.00**	**$7.00**	**$4.00**	**$2.00**	**$6.00**	**$10.00**	
$100/ month	# of shares:	10.00	14.29	25.00	50.00	16.67	10.00	126

	Amount Invested in 6 months	Number of Shares Accumulated	Avg. Cost Per Share
A	$600	42.28	$14.19
B	$600	125.95	$4.76

Put your investment program on autopilot. Enroll in Pre-Authorized Checking (PAC).

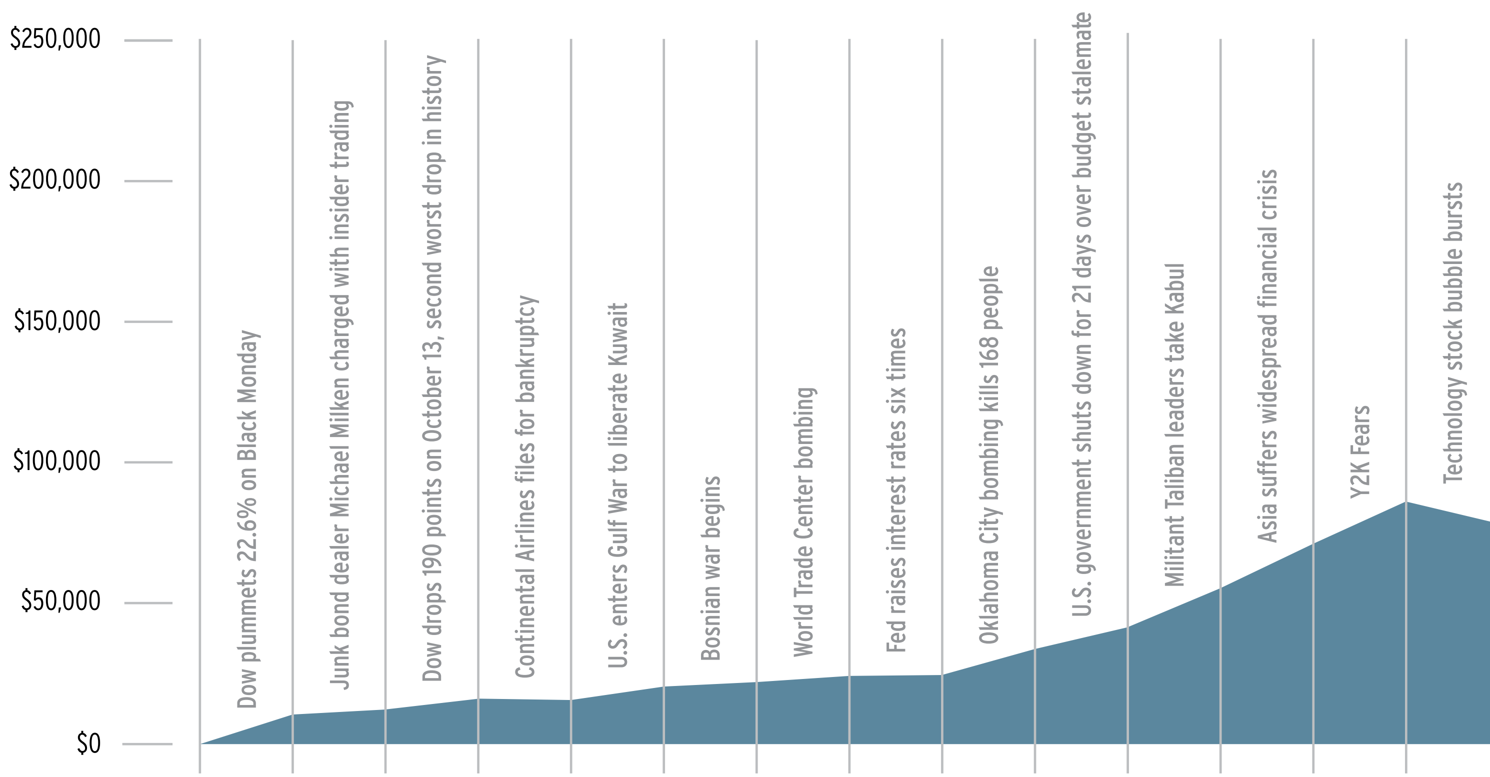
Set up regularly scheduled automatic money transfers from your bank account to your investment account.

Dollar-cost averaging is a technique for lowering the average cost per share over time. While a continuous program of dollar-cost averaging can reduce cost per share over time, it cannot assure a profit or protect against loss in declining markets. Since dollar-cost averaging involves continuous investments over time, the investor should consider his or her financial ability to continue purchases through low price levels. The values shown are hypothetical, not intended to reflect any specific market period but to demonstrate the effect of a fluctuating market.

Invest with your head, not the headlines

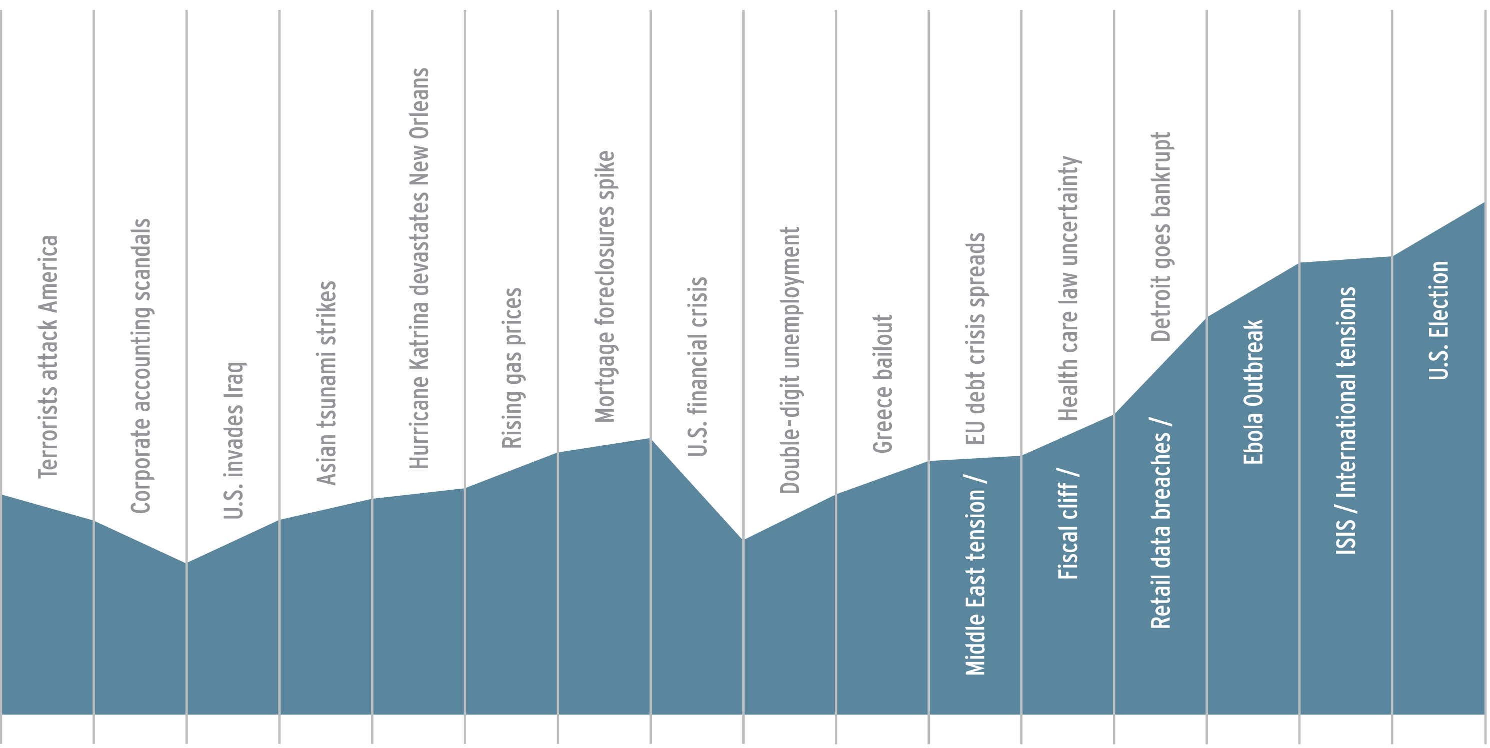
There have been plenty of reasons not to invest in the stock market over the years, but for the long-term investors, the results have generally been positive over time.

If you invested **$10,000** in the stock market on **December 31, 1986** and left it in the market, even when the news was bad ... **30 years later** (December 31, 2016), your investment would have grown to **$182,261** (10.15% average annual total return).



		1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
$ Market Value	10,000	10,525	12,273	16,162	15,660	20,431	21,988	24,204	24,524	33,739	41,486	55,327	71,139	86,107	78,268
Total % Return	0.00	5.25	16.61	31.69	-3.10	30.47	7.62	10.08	1.32	37.58	22.96	33.36	28.58	21.04	-9.10

Source: Morningstar. **Past performance is no guarantee of future results. This chart is for illustrative purposes and does not represent an actual investment. 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.** The Standard & Poor's 500®, which is an unmanaged group of securities, is considered to be representative of the stock market in general. The data assumes reinvestment of all income and does not account for taxes or transaction costs which may lower results. Because these indices are not managed portfolios, there are no advisory fees or internal management expenses reflected in their performance and investors cannot invest directly in any index.



2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
68,965	53,723	69,134	76,657	80,422	93,124	98,240	61,894	78,273	90,064	91,966	106,684	141,236	160,570	162,792	182,261
-11.89	-22.10	28.68	10.88	4.91	15.79	5.49	-37.00	26.46	15.06	2.11	16.00	32.39	13.69	1.38	11.96

Average Annual Total Return: 10.15%

> Do you see how, over time, you can achieve your investing goals regardless of the headlines?

Diversification is a time-tested principle.

Spread out your investment dollars to protect against market risk.

One of the most important strategies for achieving your long-term investing goals is diversification – spreading investment dollars across different types of funds based on your goals, needs and risk tolerance. This strategy may help reduce risk and can work to increase returns by offsetting losses in one asset class with an increased opportunity for gain in another.

Although diversification does not assure a profit or protect against loss, diversification may help spread out the risk in your portfolio. This chart shows how the returns of different asset classes have varied from one year to the next:

HIGHER RETURN

2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LT Gov't Bonds 17.8%	Small Stocks 60.7%	Int'l Stocks 20.7%	Int'l Stocks 14.0%	Int'l Stocks 26.9%	Int'l Stocks 11.6%	LT Gov't Bonds 25.9%	Int'l Stocks 32.5%	Small Stocks 31.3%	LT Gov't Bonds 28.2%	Small Stocks 18.2%	Small Stocks 45.1%	LT Gov't Bonds 23.9%	Large Stocks 1.4%	Small Stocks 25.6%
30-Day T-Bills 1.7%	Int'l Stocks 39.2%	Small Stocks 18.4%	LT Gov't Bonds 7.8%	Small Stocks 16.2%	LT Gov't Bonds 9.9%	30-Day T-Bills 1.7%	Small Stocks 28.1%	Large Stocks 15.1%	Large Stocks 2.1%	Int'l Stocks 17.9%	Large Stocks 32.4%	Large Stocks 13.7%	30-Day T-Bills 0.0%	Large Stocks 12.0%
Small Stocks -13.3%	Large Stocks 28.7%	Large Stocks 10.9%	Small Stocks 5.7%	Large Stocks 15.8%	Large Stocks 5.5%	Small Stocks -36.7%	Large Stocks 26.5%	LT Gov't Bonds 10.1%	30-Day T-Bills 0.0%	Large Stocks 16.0%	Int'l Stocks 23.3%	Small Stocks 2.9%	Int'l Stocks -0.4%	LT Gov't Bonds 1.8%
Int'l Stocks -15.7%	LT Gov't Bonds 1.5%	LT Gov't Bonds 8.5%	Large Stocks 4.9%	30-Day T-Bills 4.8%	30-Day T-Bills 4.7%	Large Stocks -37.0%	30-Day T-Bills 0.1%	Int'l Stocks 8.2%	Small Stocks -3.3%	LT Gov't Bonds 3.3%	30-Day T-Bills 0.0%	30-Day T-Bills 0.0%	LT Gov't Bonds -0.7%	Int'l Stocks 1.5%
Large Stocks -22.1%	30-Day T-Bills 1.0%	30-Day T-Bills 1.2%	30-Day T-Bills 3.0%	LT Gov't Bonds 1.2%	Small Stocks -5.2%	Int'l Stocks -43.1%	LT Gov't Bonds -14.9%	30-Day T-Bills 0.1%	Int'l Stocks -11.7%	30-Day T-Bills 0.1%	LT Gov't Bonds -11.4%	Int'l Stocks -4.5%	Small Stocks -3.6%	30-Day T-Bills 0.2%

LOWER RETURN

- **30-Day Treasury Bills:** Short-term discounted securities issued by the U.S. government with a maturity of 30 days.
- **International Stocks:** Stocks of companies that are traded in foreign markets.
- **Large Cap Stocks:** Stocks of companies with a market capitalization, or total stock value, of $10 billion or more.
- **Long Term Government Bonds:** Interest-bearing or discounted debt securities issued by the U.S. government, essentially a loan that earns interest for the bondholder.
- **Small Cap Stocks:** Stocks of companies with a market capitalization, or total stock value, of less than $1 billion.

> Do you see the value of a diversified portfolio?

Source: Morningstar. **Past performance is no guarantee of future results. Diversification does not ensure a profit or guarantee against loss. This chart is for illustrative purposes only and does not represent an actual investment or the performance of any specific investment. All investments involve risk including loss of principal.**

Small Company Stocks–Russell 2000 Index; Large Company Stocks–Standard & Poor's 500®, which is an unmanaged group of securities, is considered to be representative of the stock market in general; Long-Term Government Bonds–20-year U.S. Government Bond; Treasury Bills–30-day U.S. Treasury Bill; International Stocks–Morgan Stanley Capital International Europe, Australasia, and Far East (EAFE) Index.

Government bonds and Treasury bills are guaranteed by the full faith and credit of the United States government as to the timely payment of principal and interest, while stocks are not guaranteed and have been more volatile than the other asset classes. As interest rates rise, bond prices fall. Bond funds do not carry the same guarantees as bonds themselves. Furthermore, small company stocks are more volatile than large company stocks and are subject to significant price fluctuations, business risks and are thinly traded. International investments involve special risks such as fluctuations in currency, foreign taxation, economic and political risks, liquidity risks and differences in accounting and financial standards. The data assumes reinvestment of all income and does not account for taxes or transaction costs which may lower results. Because these indices are not managed portfolios, there are no advisory fees or internal management expenses reflected in their performance and investors cannot invest directly in any index.

Take advantage of tax-deferred savings.

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

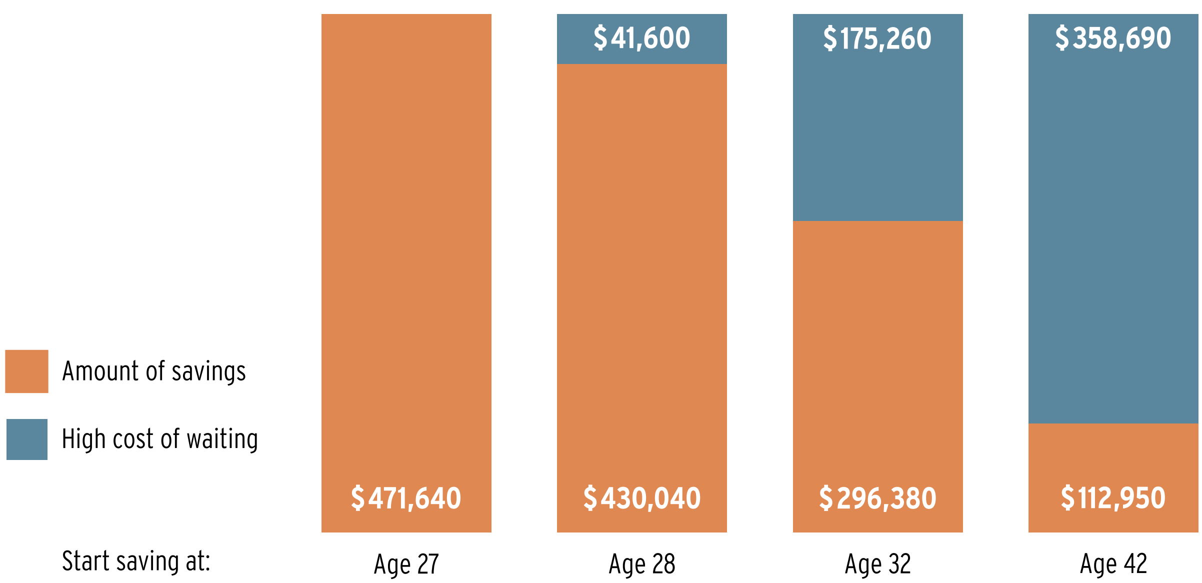
Invest $10,000 per year for 30 years at a 9% rate of return

This chart illustrates an investment of $10,000 per year for 30 years at an annual rate of return of 9% and federal tax rate of 25%. The assumed 9% rate of return is not guaranteed. Investment losses could affect the relative tax deferred investment advantage. The lower maximum tax rates on capital gains and qualified dividends would make the return on the taxable investment more favorable, thereby reducing the difference in performance between the accounts shown. Ordinary income tax rates apply to withdrawals from a tax-deferred investment. Withdrawals before age 59 ½ or use on non-qualified expenses are subject to a 10% penalty and could be subject to additional state tax penalties. An investor should consider their anticipated investment horizon and income tax bracket when making an investment decision as the chart above may not reflect these factors. This chart does not take inflation or applicable fees into account and should not be considered to be representative of the performance of any specified investment product or investment strategy.

Don’t pay the high cost of waiting.

The longer you wait to start saving for the future, the less time your money has to grow. Even delaying your investing program a year or two can make a big difference in how much you end up with. That’s because you pay “the high cost of waiting.”

In the example below, if you begin investing **$100 a month** at a **9% rate of return** when you’re **27,** your total investment would be worth **$471,640** when you turn **67.** But wait just **one year** to begin that same investing program – when you turn **28** – and your total investment would only reach **$430,040.** You would miss out on nearly **$42,000!** As you can see, the longer you wait, the higher the cost of waiting:



> The sooner you begin to save, the greater the growth potential of your investment!

Hypothetical 9% rate of return not intended to represent any actual investment. Unlike actual investments, the accounts show a constant rate of return without any fees or charges. Tax-deferred growth and tax-deductible contributions are taxed upon withdrawal. Withdrawals prior to age 59 ½ may be subject to a 10% penalty tax. Assumes payments are made at the beginning of compounding period with 9% rate of return compounded monthly. Actual returns would differ and be significantly impacted by periods of negative returns, failure to make monthly contributions and any withdrawals.

It pays to start early!

The sooner you start to save, the less you will have to put away. Look at how opening an IRA today can help you secure a comfortable retirement.

Investor A

Age	Annual Investment	End of Year Accumulation
22	$ 5,500	$ 6,020
23	5,500	12,600
24	5,500	19,790
25	5,500	27,670
26	5,500	36,280
27	5,500	45,700
28	5,500	56,000
29	5,500	67,270
30	0	73,580
31	0	80,480
32	0	88,030
33	0	96,290
34	0	105,320
35	0	115,200
36	0	126,010
37	0	137,830
38	0	150,760
39	0	164,900
40	0	180,370
41	0	197,290
42	0	215,790
43	0	236,040
44	0	258,180
45	0	282,400
46	0	308,890
47	0	337,870
48	0	369,560
49	0	404,230
50	0	442,150
51	0	483,620
52	0	528,990
53	0	578,610
54	0	632,890
55	0	692,260
56	0	757,200
57	0	828,230
58	0	905,920
59	0	990,900
60	0	1,083,860
61	0	1,185,530
62	0	1,296,740
63	0	1,418,380
64	0	1,551,440
65	0	1,696,970
66	0	1,856,160
67	0	2,030,280
Total Contributions:	**$44,000**	
Total Accumulation at Age 67:		**$2,030,280**

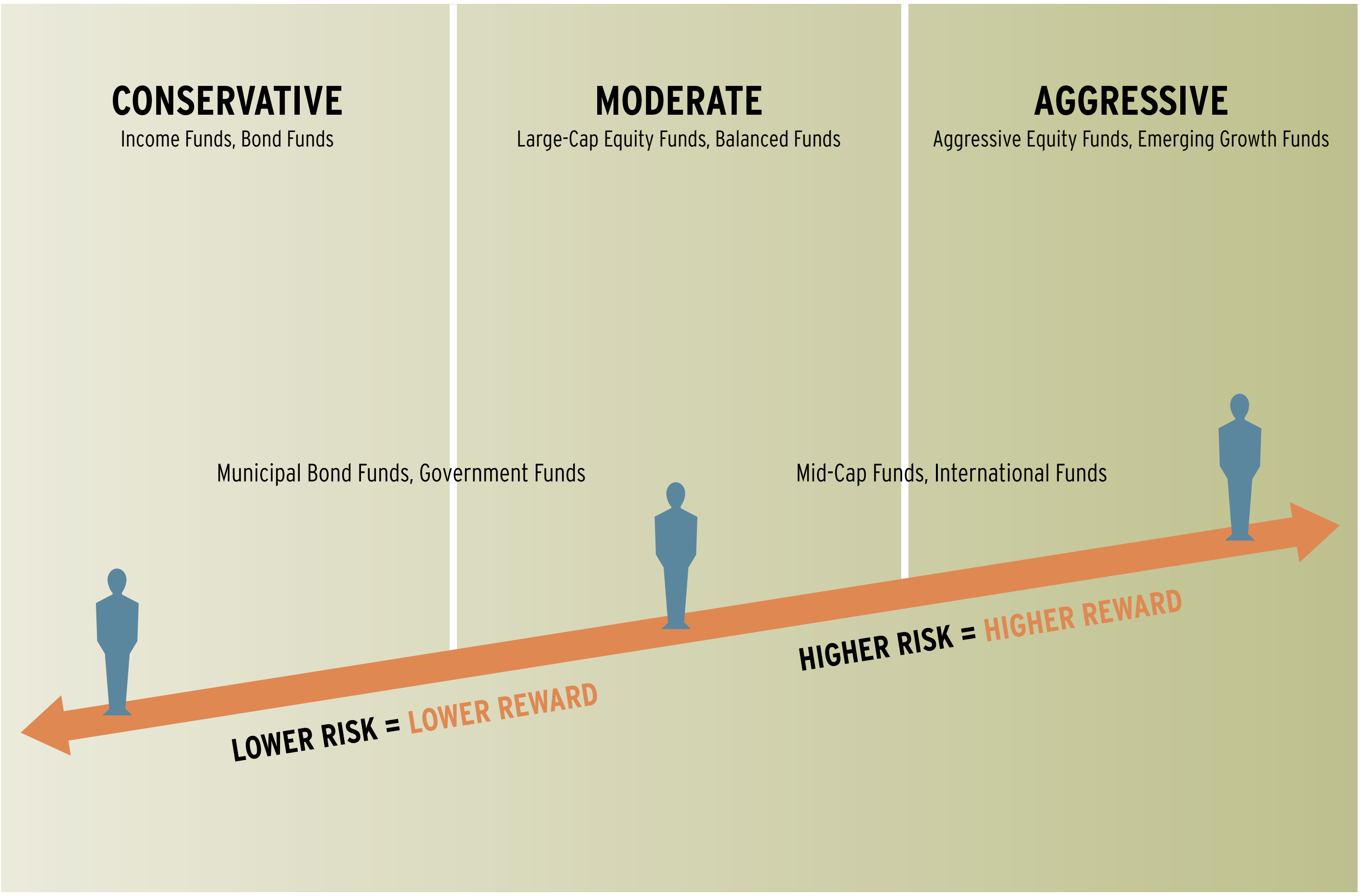
Investor B

Age	Annual Investment	End of Year Accumulation
22	0	0
23	0	0
24	0	0
25	0	0
26	0	0
27	0	0
28	0	0
29	0	0
30	$ 5,500	$ 6,020
31	5,500	12,600
32	5,500	19,790
33	5,500	27,670
34	5,500	36,280
35	5,500	45,700
36	5,500	56,000
37	5,500	67,270
38	5,500	79,590
39	5,500	93,080
40	5,500	107,820
41	5,500	123,950
42	5,500	141,600
43	5,500	160,900
44	5,500	182,010
45	5,500	205,100
46	5,500	230,350
47	5,500	257,980
48	5,500	288,190
49	5,500	321,240
50	5,500	357,390
51	5,500	396,930
52	5,500	440,190
53	5,500	487,490
54	5,500	539,240
55	5,500	595,840
56	5,500	657,750
57	5,500	725,470
58	5,500	799,540
59	5,500	880,560
60	5,500	969,170
61	5,500	1,066,110
62	5,500	1,172,130
63	5,500	1,288,100
64	5,500	1,414,950
65	5,500	1,553,700
66	5,500	1,705,460
67	5,500	1,871,460
Total Contributions:	**$209,000**	
Total Accumulation at Age 67:		**$1,871,460**

The hypothetical 9% nominal rate of return, compounded monthly, and tax-deferred accumulation shown for both IRA accounts are not guaranteed or intended to demonstrate the performance of any actual investment. Unlike actual investments, the accounts show a constant rate of return without any fees or charges. Any tax-deductible contributions are taxed and tax-deferred growth may be taxed upon withdrawal. Withdrawals prior to age 59 1/2 may be subject to a 10% penalty tax. Assumes payments are made at the beginning of each year. Investing entails risk, including loss of principal. Shares, when redeemed, may be worth more or less than their original value.

Which type of investor are you?

Should you be Aggressive or Conservative?



Investments with the potential for greater returns also carry higher risks, including loss of principal and investment gains.

Conservative

This portfolio is appropriate for investors who prefer current income to capital appreciation, but are willing to tolerate some short-term price fluctuations associated with equity (stock) investments. The assets in this portfolio are balanced among equities (stocks) and fixed-income securities (bonds).

Moderate

This portfolio is appropriate for investors whose primary objective is long-term capital appreciation and to whom current income is of secondary importance. A moderate growth investor is willing to tolerate short-term price fluctuations. The assets in this portfolio are a mix of equities (stocks) and fixed-income securities (bonds), with a higher weighting towards equities (stocks).

Aggressive

This portfolio is appropriate for investors whose primary objective is maximum long-term capital appreciation and who are willing to tolerate more substantial, potentially large price fluctuations. Generating current income is not a goal. Assets in this portfolio are invested entirely (or almost entirely) in equities (stocks).

Small- and/or mid-cap stocks are more volatile than the stocks of larger, more established companies. Smaller companies may have limited resources, product lines and markets, and their securities may trade less frequently and in more limited volumes than those of larger companies. Investing in foreign securities involves special risk considerations, including economic and political conditions, inflation rates and currency fluctuations. Investing in emerging markets may accentuate these risks. Bond prices will fall, as interest rate rise. Bond funds do not carry guarantees like the bonds themselves. Although the interest received from municipal securities generally is exempt from federal income tax, there could be changes in applicable tax laws that reduce or eliminate the current federal income tax exemption on municipal securities.

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

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.

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 Morningstar
- Custom-built model portfolios to meet your investment objectives and risk tolerances

Three Fundamental Accounts

1. Emergency Account:

The goal is to provide up to three months of income for emergencies and purchases to be made within two years (e.g., major car repair, house remodeling, uncovered medical expenses). Another use of this account could be to cover other needs that require easy access to funds. Allocation: Save 100% in a money market fund.[1]

2. Short-Term Account:

The goal is to provide up to six months of income for unforeseen events such as the loss of a job or a disability, purchases to be made within three to five years (such as a car or the down payment on a house). Allocation: Use a conservative allocation.[2]

3. Wealth-Building Account:

The goal is to save for retirement using tax-advantaged accounts such as a Roth or Traditional IRA, a 401(k), deferred compensation, a TSA and tax-deferred accounts.* Allocation: Start in growth funds during growth years and transition to income/balanced funds during income years.

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

1. An investment in a money market 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.
2. The shorter the time frame, the more conservative an allocation should be. Market fluctuations will affect the ability of your investment to reach your desired goal in a specified period of time. The value of mutual funds fluctuate and shares, when redeemed, may be less than the original value. Investments in mutual funds involve risk, including loss of principal.

Set Up Your Program

Talk to your Primerica representative today about getting started on the right path. To get where you want to be, you need to take the next steps. Let's get started.

1. Implement your investment plan and pay yourself first

- Emergency account
- Short-term account
- Wealth-building accounts

2. Start eliminating debt

Ask your Primerica representative how you can pay off your debt with debt stacking.

3. Insure your income

Ask your Primerica representative how you can protect your most valuable asset: **your income.**

To get where you want to be, you need to know where you are!

The Solution:

Primerica's Financial Needs Analysis

- Complimentary
- Customized
- Confidential

The FNA takes a "snapshot" of your current financial situation and can help you make better choices about your money and your future. The FNA will provide you with your personalized Financial Independence Number!

PRIMERICA®

My Primerica Representative

Name: ____ Phone Number: ____

Investors should carefully consider the investment objectives, risks, fees, charges and expenses of a mutual fund before investing. The prospectus and/or summary prospectus contains this and other information about the fund. Please read and consider the prospectus carefully before investing. You may obtain a prospectus from your PFS Investments representative.

Securities offered by PFS Investments Inc., 1 Primerica Parkway, Duluth, GA 30099-0001

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