HERITAGE capital research

HYPOTHETICAL ILLUSTRATION December 31, 2014



SmartMix[®] Maximum Capital Appreciation Strategy

SmartMix[®] is state-of-the-art client allocation strategy designed to keep client accounts focused on the top performing investment strategies and/or asset classes that Heritage offers at all times.

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Unlike the traditional "market portfolio theory" approach, the SmartMix® strategy incorporates multiple investment strategies, multiple managers, multiple methodologies as well as multiple asset classes.

SmartMix[®] takes the worry out of trying to decide which investment programs or asset classes to own and perhaps more importantly, when to make changes to your holdings. In short, our intuitive SmartMix[®] allocation system takes care of this for you, month in and month out.

Key Elements of the SmartMix program

You can leave the driving to us

Every two weeks, the SmartMix[®] system allocates client assets to the top rated programs and/or asset classes available to the program. If a program isn't performing, you can rest assured it won't be in your SmartMix[®] portfolio.

SmartMix Adapts to Changing Environments

It is vital to recognize that all bull markets eventually morph into bear markets (and vice versa). Therefore, we believe it is critical for investment strategies to be able to adapt to changing conditions. When conditions change, the SmartMix[®] systems change the allocations to investment strategies and/or asset classes – automatically and unemotionally.

Risk Management and Volatility "Budgets" are Built In

Risk management strategies are built into every program Heritage offers. We firmly believe that if given a choice, few investors would intentionally remain fully invested during bear market environments. While there are no guarantees in investing, our goal is to defend against the severe losses that can occur during extended market declines.

The Flexibility to Go Where the Performance Is

Another unique feature to the SmartMix® programs is the flexibility to go where the performance is. The intent is to ensure that the

SmartMix Maximum Capital Appreciation Strategy

Hypothetical Growth Illustration for the Period 1/1/2008 - 12/31/2014



Annual Returns

Hypothetical Illustration for the Period 1/1/2008 - 12/31/2014



Year	SmartMix MaxCap	S&P 500
2008	26.37%	-38.49%
2009	67.85%	23.45%
2010	28.82%	12.79%
2011	15.09%	0.00%
2012	9.91%	13.39%
2013	29.82%	29.62%
2014	10.00%	11.39%
Cumulative	393.61%	40.21%

. SmartMix® programs have access to, as well as the flexibility to, invest in whatever is working best in the markets.

SmartMix® Goes Beyond Traditional Asset Allocation

The SmartMix[®] program goes beyond the popular asset allocation approaches. In addition to diversification by asset class, SmartMix[®] has the ability to diversify client accounts by manager, strategy, and methodology.

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Disclosures

This summary is for illustrative purposes only and is not intended to project the performance of any specific investment strategy and is not a solicitation or recommendation of any investment strategy. This is a hypothetical illustration and does not take into account your particular investment objectives, financial situation or needs and is not be suitable for all investors. All investments and/or investment strategies involve risk including the possible loss of principal. There is no assurance that any investment strategy will achieve its objectives. There is no guarantee that investment results portrayed above will yield the same future results. Consult an investment professional before investing in any investment program. Investors may experience a loss of principal when

investing in stocks and ETFs. Heritage Capital (Heritage) is an independent, privately owned investment research firm. Heritage's portfolio solutions are offered through CONCERT Capital Management, a division of CONCERT Wealth Management, an SEC Registered Investment Advisor. David D. Moenning, an advisor representative of CONCERT Wealth Management Inc. (CONCERT), is founder of Heritage Capital Research (Heritage). For a complete description of investment risks, fees and services review the CONCERT firm brochure (ADV Part 2) which is available from your Investment Representative or by contacting Heritage or CONCERT. Mr. Moenning is also the owner of Heritage Capital Management (HCM) a state-registered investment adviser. HCM also serves as a sub-advisor to other investment advisory firms. Neither HCM, Heritage, or CONCERT is registered as a broker-dealer.

Important Disclosures Relating to Backtesting

For the period January 2008 forward, Heritage has utilized hypothetical back testing to create all or part of this performance record to reflect the manner in which an account can be managed. Hypothetical back tested performance results have many inherent limitations and do not reflect the actual results of any client account managed by Heritage. Hypothetical performance results are achieved by means of the retroactive application that was designed and prepared with the benefit of hindsight. No representation is being made that any account will or is likely to achieve profits or have losses similar to those shown. Hypothetical goes not involve risk and may not reflect the impact that any material market or economic factor may have on Heritage's decision making. Further, the performance record may have under or over compensated for the impact, if any, of certain market factors (e.g. lack of liquidity, trading costs, etc.). The conditions, objectives or investment strategies may have changed materially during the time period, or after the time period, portrayed in this performance record, and the affect of such change is not portrayed in the performance record.

The preceding illustration for the SmartMix program represents varying combinations of Heritage strategies based on a rules-based decision tree. Indicators designed and maintained by Heritage determine the allocation to the various Heritage strategies utilized in the SmartMix program. There are two SmartMix programs offered: Growth and Maximum Capital Appreciation. At certain times and based on the rules of the strategy, the SmartMix programs may utilize leveraged ETFs (ETFs designed to deliver 2x or 3x the performance of the underlying index). The allocation to strategies in the SmartMix program change according to the readings of Heritage's market environment indicators. The indicators and allocations to strategies, as well as the percentage allocations to the strategies may time. Thus, the investment strategies followed may only partially relate to the type of services currently offered by Heritage. The assets and strategy combinations utilized in this performance record may be different from the assets utilized by Heritage when trading actual client accounts. There is no guarantee that future portfolio management or portfolio/asset selection decisions will mirror the assumptions used in the creation of this performance record.

Performance results illustrated are net of a 2.0% management fees paid monthly in arrears. Performance results are before trading and other custodian costs and do not consider the impact of taxes. Performance results include the reinvestment of dividends and other earnings.

The performance of different assets varies widely. As a result, actual client account results may vary widely from those shown in this performance record. There are numerous other factors related to the markets in general or to the implementation of any specific strategy which cannot be fully account for in the preparation of this hypothetical performance record, all of which can adversely affect results when actually managing client assets.

Other Considerations. Program accounts will invest in leveraged and inverse exchange traded funds and/or mutual funds. Such funds may seek to enhance returns through the use of financial instruments, such as derivatives, swaps, and options, as well short sales. Although such instruments may improve fund returns, they will also increase the funds' risks of loss and magnify the funds' potential volatility. Most leveraged and/or inverse exchange traded funds "reset" daily, meaning that they are designed to achieve their stated objectives on a daily basis. Due to the effect of compounding, the return for investors who invest for a period different than one trading day may vary significantly from the fund's stated goal as well as the target benchmark's performance. This is especially true in very volatile markets or if a leveraged fund is tracking a very volatile underlying index. Such funds are considered speculative investments and should only be used by investors who fully understand the risks and are willing and able to absorb potentially significant losses. Due to the increased risks of leveraged funds and inverse funds, this program is suitable only for investors who are able to withstand significant volatility in the value of their program investment, and who do not foresee the need to liquidate their investment for at least three to five years.

Caution Regarding Statistical Measurements. Prospective investors are cautioned that although statistical measurements may be useful when analyzing an investment, they are subject to material assumptions and limitations, and should not be used as the sole basis for making an investment decision. Favorable statistical measurements do not guarantee that an investment will be profitable or achieve an investor's objectives. Max drawdown and days to recovery calculations are based on daily data during hypothetical testing periods and monthly data for live results. Therefore the statistics may be greater or less than represented on an intramonth basis during live trading.

Comparisons to Indices. The SPDR S&P 500 (SPY) investment seeks to provide investment results that, before expenses, generally correspond to the price and yield performance of the S&P 500 Index. The S&P 500 Composite Index (the "S&P 500 Index") is a market capitalization-weighted index of 500 widely held stocks often used as a proxy for the broader stock market, and includes the common stocks of industrial, financial, utility, and transportation companies. Standard & Poor's chooses the member companies for the S&P 500 based on market size, liquidity, and industry group representation.

Information pertaining to CONCERT Wealth Management's advisory operations, services, and fees is set forth in CONCERT's current disclosure statement, a copy of which is available from CONCERT or Heritage upon request. Performance results have been compiled solely by Heritage, are unaudited, and have not been independently verified. Heritage maintains all information supporting the performance results in accordance with regulatory requirements.

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