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What Are Other Financial Advisors Doing? **Many financial advisors are suggesting adding alternatives in proportion to the investor's tolerance for risk. Alternatives can provide a good hedge for assets already owned.**

What's Your Planning Strategy When Meeting with Your Client?

Ideas for Matching Client Goals with a New Plan

Your client will likely want to know whether it's time to harvest specific gains, lock in selective losses, or if you have recommendations for deploying assets into new opportunities. Come to the client conversation with a focus on reviewing what's going on in your client's life and how their investments fit in with meeting their current needs and future goals. Of course, be sure to have information on appropriate new investment ideas to discuss after you do the following:

1. **Identify your client's goals, then focus on specific year-over-year portfolio performance and set expectations for the future.**
2. **Explore the account for clear winners that are outside of their targeted allocation range and then determine what portfolio strategies make sense.**

Some strategies to consider might include:

- ✓ Is there additional capital your client wants to consolidate and put to work?
- ✓ Are there winners that should be pared and placed into new asset classes? Are there others that have run their course and sold to make room for new opportunities?
- ✓ Is it time to position assets for long-term growth, or perhaps consider opportunities in alternative investments that might meet income and growth goals?
- ✓ Look at risks that may be coming. Are there investments in the client's portfolio that could perform well in a rising-rate environment? Or, are there investments in the portfolio that may be impacted if the investor's domestic currency is challenged? If volatility returns to the equity markets, are there good shorts in the portfolio?

3. **Examine the portfolio with an open mind to the investable universe that might make sense for your client.** New financial products are arriving and delivering upon old investment concepts that have not normally been available to the individual investor.

Portfolio Performance Review Basics

- ✓ Is performance up to par for all your client's portfolios?
- ✓ Is there an opportunity to consolidate accounts in order to better monitor future overall performance?
- ✓ Are investments generating enough income to meet client needs?
- ✓ Is the portfolio diversified enough to tolerate severe market downturns?
- ✓ Is your client satisfied with overall portfolio growth and the real inflation-adjusted return on investments?

> "In an effort to diversify their portfolios and mitigate risk, financial advisors are increasingly turning to alternative-investment strategies in the form of mutual funds, this year's Alternative Investment Survey of U.S. Institutions and Financial Advisors found. More than three-quarters of advisors polled in the eighth-annual survey cited diversification and low correlation with the market as a prime reason for investing in alternatives. Nearly half said that they turn to alternative investments to help reduce the risk in their portfolios."

Source: 2013–2014 Morningstar and Barron's Alternative Investment Survey of U.S. Institutions and Financial Advisors

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Alternative investments may involve higher fees, more limited liquidity, and greater risks, including higher volatility and the opportunity for significant losses, compared to traditional investment strategies. Alternative investments are not suitable for all investors.

Past performance is neither indicative nor a guarantee of future results. Diversification does not ensure a profit or guarantee against a loss.

About Us

Provasi Capital Partners LP offers access to specialized investment strategies through a multi-manager approach presenting advisors and their clients with unique options for allocating capital, managing risk and diversifying assets.

Principal underwriting and wholesale distribution services are provided by Provasi Capital Partners LP. Please see the applicable offering documents for further information pertaining to funds and other investment products that are distributed by Provasi Capital Partners LP.

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Published 10/15

3222-1