

# Trademark Capital Target Retirement 2020 Fund R3

## Fund Description

The Trademark Capital Target Retirement 2020 Fund seeks a moderate level of total return and the preservation of purchasing power of accumulated assets prior to and beyond the target retirement date. The Trademark Capital Target Date Series are collective investment funds ("CIFs") created by the Hand Composite Employee Benefit Trust and sponsored by Hand Benefits & Trust Company that invest in the strategies of Trademark Capital which serves as the sub-advisor to the CIFs.

### Trademark Capital Management Team

Joseph Ezernack, MBA  
Chief Investment Officer

Steve Athanasie, CFP®, AIFA®  
Chief Market Analyst

Don Beasley  
Managing Director

Dorothy Campbell, AIF®  
Director of Client Relations

### Investment Approach

The asset allocation and glide path strategy is powered by Wilshire Associates. Investment selection, management and downside protection overlay is managed by Trademark Capital.

### Advisor

#### Trademark Capital

Trademark Capital Management, Inc. is a federally registered investment advisor with a team of experienced and credentialed professionals. For nearly two decades, Trademark Capital has been steadfast in holding true to its core principles: putting client's interest first and delivering goal-oriented solutions. The Trademark Capital investment philosophy centers on the idea of "winning by not losing."

### Glide Path Consultant

#### Wilshire Associates

Founded in 1972, Wilshire Associates ("Wilshire®"), a leading global independent investment consulting and services firm, has more than three decades of experience providing risk analytics, investment consulting, and investment solutions to institutional investors worldwide. Wilshire currently serves in excess of 600 organizations in more than 20 countries representing assets totaling more than US \$6 trillion.\*

### Trustee

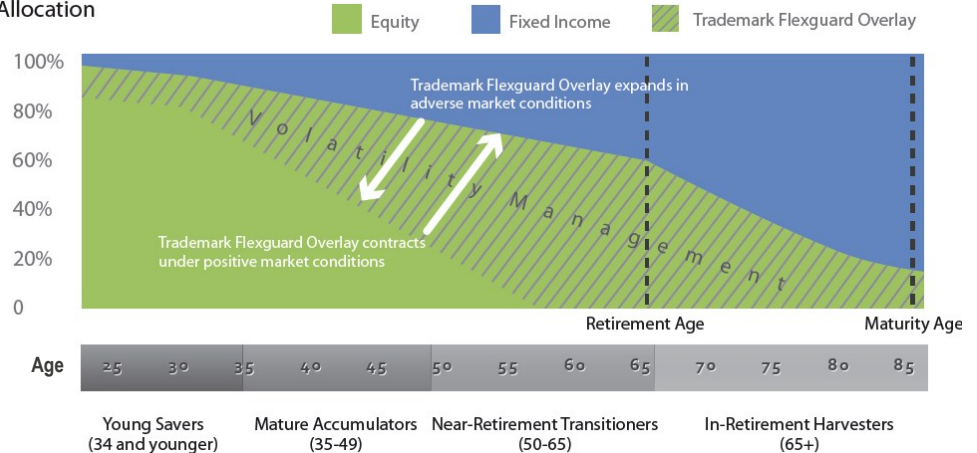
#### Hand Benefits & Trust Company

Hand Benefits & Trust Company (HB&T), a BPAS company, is a state-chartered trust company serving the retirement industry since 1963. HB&T, headquartered in Houston, is regulated by the Texas Department of Banking and is one of the country's largest full service trust companies dedicated to retirement plans.

\*As of 12/31/09, based on published data in the 12/27/10 issue of Pension and Investments.

The Trademark/Wilshire glide path design adjusts the broadly diversified asset mix on a quarterly basis, gradually moving toward a more conservative allocation up to and "through" retirement to life expectancy. This approach takes into account investor behavior assumptions both before and after the target retirement date, which are used to create the slope of the glide path.

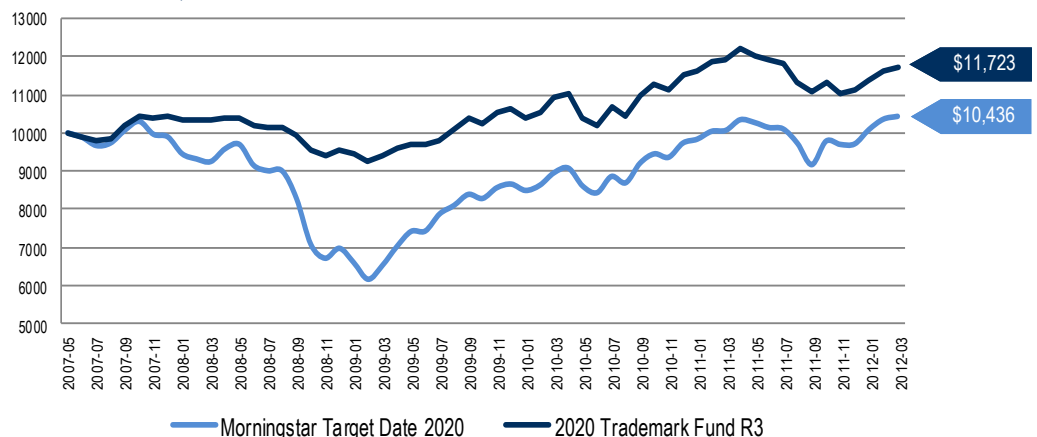
### Allocation



The Trademark Flexguard Overlay (TFO), can reduce exposure to the "equity" glide path during periods of elevated market risk. While the level of the TFO is lower for younger investors, the pre-determined maximum levels of protection increase up to and "through" retirement.

At age 65, the target retirement date, the maximum equity exposure is 55%. At age 85, the target maturity date, the maximum equity exposure is 15%, which represents the lowest allocation to equities along the glide path.

### Growth of \$10,000 Class R3 Shares 05/31/2007— 03/31/2012



### CALENDAR YEAR RETURNS (%) - CLASS R3 SHARES

	QTD	YTD	1 Year	3 Year	Inception to Date
Trademark Capital 2020 Fund Class R3	5.47%	5.47%	-1.50%	7.58%	3.34%
Morningstar Target Date 2020 TR	7.45%	7.45%	3.65%	16.96%	0.89%

Past Performance is no guarantee of future results and the actual performance of the benchmark and the Fund may be lower or higher than the hypothetical past performance shown above. Fund returns are calculated net of fees. Fund returns are compared to the Morningstar Target Date 2020. Performance prior to February 1, 2011 is back-tested while performance after February 1, 2011 is based on actual results. Date prior to actual inception is representative of the manager's performance of a like strategy. Inception date used in the hypothetical return is May 31, 2007.

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## CALENDAR YEAR HYPOTHETICAL & ACTUAL RESULTS (\$) 05/31/2007—12/31/2011 CLASS R3 SHARES

	5/31/2007	12/31/2007	12/31/2008	12/31/2009	12/31/2010	12/31/2011
Trademark Capital 2020 Fund R3	\$ 10,000	\$ 10,429	\$ 9,551	\$ 10,631	\$ 11,523	\$ 11,116
Morningstar Target Date 2020 TR	\$ 10,000	\$ 9,897	\$ 6,971	\$ 8,657	\$ 9,735	\$ 9,712

Illustrates a \$10,000 investment made on 5/31/2007 with no additional deposits.

Performance prior to February 1, 2011 is back-tested while performance after February 1, 2011 is based on actual results. Hypothetical, back-tested performance information for the Fund is for illustrative purposes only and does not represent actual Fund performance. Hypothetical, back-tested performance has inherent limitations and is not indicative of future results. No representation is being made that the Fund will achieve performance similar to that shown. The hypothetical performance does not reflect brokerage fees but is net of stated Fund expenses.

### Target and Actual Allocation

The actual allocation of the fund may differ from the target allocation depending on the current position of the Trademark Flexguard Overlay (TFO).

The TFO can reduce exposure to the "equity" portion of the glide path when our model indicates periods of elevated market risk. The TFO provides higher levels of capital protection up to and "through" retirement for the near-dated Funds [2010, 2020 and 2030], while allowing for a higher standard deviation (i.e. up/down volatility) in the longer-dated Funds [2040 & 2050].

### Key Considerations

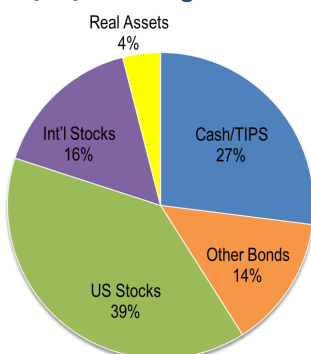
A one-step, broadly diversified, 'managed for you' solution that adjusts to an investors age, as well as, changes in the financial markets.

A winning combination - Combining Wilshire's glide path expertise with a proprietary downside protection strategy that has been used in client accounts since 1991.

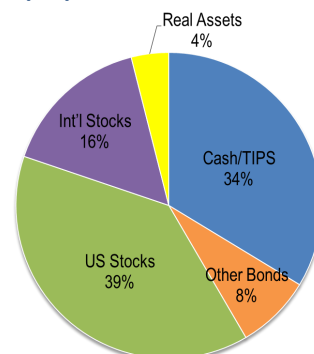
A balanced approach - The management style not only balances risk with return, but also seeks to improve performance per unit of risk over traditional "diversified" portfolios.

A great value - The underlying securities are exchange-traded funds (ETFs) resulting in significant cost savings.

### 03/31/2012 Target Allocation



### 03/31/2012 Actual Allocation



### TOP 10 HOLDINGS

1. iShares Barclays TIPS Bond Fund (TIP)	6. Vanguard Small-Cap (VB)
2. Vanguard S&P 500 (VOO)	7. Vanguard REIT (VNQ)
3. Vanguard MSCI EAFE (VEA)	8. Market Vectors Emg Mkts Currency Bond (EMLC)
4. Vanguard Mid-Cap (VO)	9. SPDR Barclays Capital Int'l Treasury Bond (BWX)
5. HB&T Short Term Income Fund	10. Vanguard MSCI Emerging Markets (VVO)

### FUND FACTS

Share Class	R3
CUSIP	41023X740
Fund Expense Ratio	1.40%
Weighted Average ETF Expense	0.14%
Total Expense Ratio*	(\$15.40 per \$1,000 invested) 1.54%
Benchmark	Morningstar Target Date 2020

\*The fund expense ratio has 60 bps of service fees payable to the plan's service providers. The total expense ratio includes the fund expense ratio and the weighted average ETF expense.

### FUND DATA<sup>1</sup>

Alpha	2.85%
Beta	0.33
R <sup>2</sup>	.69
Standard Deviation	7.70%
Sharpe Ratio	0.31
Annual Portfolio Turnover	101%
Inception Date	02/01/2011

<sup>1</sup> Fund vs. the S&P 500

### IMPORTANT RISK CONSIDERATIONS

The Trademark Capital Target Retirement Funds are Collective Investment Funds (CIFs) sponsored by Hand Benefit & Trust Company. The CIFs are not mutual funds and shares are not deposits of Hand Benefits & Trust or Trademark Capital Management, and are not insured by the Federal Deposit Insurance Corporation or any other agency. The CIFs are securities which have not been registered under the Securities Act of 1933 and are exempt from investment company registration under the Investment Act of 1940.

As defined in the Declaration of Trust and Participation Agreement documents, the Funds are available for investment by eligible qualified retirement plan trusts only. Principal invested is not guaranteed at any time, including at or after the fund's specific target retirement date. Participants and beneficiaries may experience losses near, at or after the target date and there is no guarantee that the investment will provide adequate retirement income. The participants and beneficiaries on whose behalf assets are invested in a QDIA have the right to direct the investment to any other investment alternative under the plan, subject to any fees or limitation that may apply to such transfer under the plan.

The target date fund should be selected based on factors in addition to age or retirement date, including investment objectives, time horizon, risk tolerance and fees and the stated asset allocation may be subject to change. It is possible to lose money by investment in the fund including at and after the target date. The glide path methodology assumes at the target retirement age the participant or beneficiary withdraws 5% of the account value per year.

The Trademark Capital Target Retirement Funds performance prior to February 1, 2011 represents hypothetical back-tested results for the funds while performance after February 1, 2011 is based on actual results. The performance results reflect the reinvestment of dividends and other account earnings, and the maximum Fund investment management fee that would have been charged by Trademark had Trademark managed the Fund during the corresponding time period plus estimated corresponding Fund expenses (estimated at .90% annually), and any separate fees assessed directly by each security (mutual funds, exchange traded funds, etc.) that comprised the portfolio. Therefore all results are net of fees. As market conditions fluctuate, the investment return and principal value of any investment will change. Diversification may not protect against market risks. There are risks involved with investing, including possible loss of principal. Different types of investments and/or investment strategies involve varying levels of risk, and there can be no assurance that any specific investment or investment strategy (including the investments purchased and/or investment strategies devised or undertaken by Trademark) will be profitable.

Past performance may not be indicative of future results. Therefore, no current or prospective client should assume that future performance will be profitable, equal the performance results reflected, or equal the corresponding historical benchmark index. The historical performance results for the benchmark does not reflect the deduction of transaction and custodial charges, or the deduction of an investment management fee, the incurrence of which would have the effect of decreasing indicated historical performance results. Benchmarks are unmanaged and one cannot invest directly in a benchmark. The historical performance results for the benchmark is provided exclusively for comparison purposes only, so as to provide general comparative information to assist an individual client or prospective client in determining whether Trademark Funds meets, or continues to meet, his/her investment objective(s). Please Also Note: (1) performance results do not reflect the impact of taxes; (2) it should not be assumed that account holdings will correspond directly to any benchmark index; and, (3) comparative indices may be more or less volatile than the Trademark Funds.

The performance results (5/31/07-12/31/10) reflect hypothetical, back-tested results, that were achieved by means of the retroactive application of a back-tested portfolio and, as such, the corresponding results have inherent limitations, including: (1) Fund results do not reflect the results of actual trading using client assets, but were achieved by means of the retroactive application of each of the referenced portfolios, certain aspects of which may have been designed with the benefit of hindsight; (2) back-tested performance may not reflect the impact that any material market or economic factors might have had on the adviser's use of the hypothetical portfolio if the portfolio had been used during the period to actually manage client assets; and, (3) Trademark's clients may have experienced investment results during the corresponding time periods that were materially different from those portrayed in the portfolio. Hypothetical performance results have been compiled solely by Trademark, are unaudited, and have not been independently verified. Trademark maintains all information supporting the performance results in accordance with regulatory requirements.

Information pertaining to Trademark's advisory operations, services, and fees is set forth in Trademark's current disclosure statement, a copy of which is available from Trademark upon request. Performance results have been compiled solely by Trademark, are unaudited, and have not been independently verified. Trademark maintains all information supporting the performance results in accordance with regulatory requirements. Benchmark performance reflects results as reported directly by each respective index and/or obtained by Trademark from other reliable sources, and have not been independently verified by Trademark.

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For more information, contact your financial advisor or call  
Trademark Capital at 1-800-808-8960  
[www.TrademarkCapital.com](http://www.TrademarkCapital.com)

