

Snapshot

Morningstar Category	US SA Derivative Income
Inception Date	10/1/2005
Strategy Assets	\$316,548,927
Investment Minimum	\$250,000
Average Market Cap (Mil)	\$206,585
Model Portfolio # of Holdings	39

Portfolio Managers

Paul C. Townsen

Strategy Objective

Seeks to generate income, provide limited capital appreciation, and generate lower volatility than the broad equity markets

Model Portfolio Risk Statistics

Time Period: 9/30/2017 to 9/30/2022

Calculation Benchmark: CBOE S&P 500 BuyWrite BXM

Std Dev	4.06
Beta	0.95
Alpha	0.29
R2	78.66
Sharpe Ratio (arith)	0.29
Up Capture Ratio	125.09
Down Capture Ratio	98.21

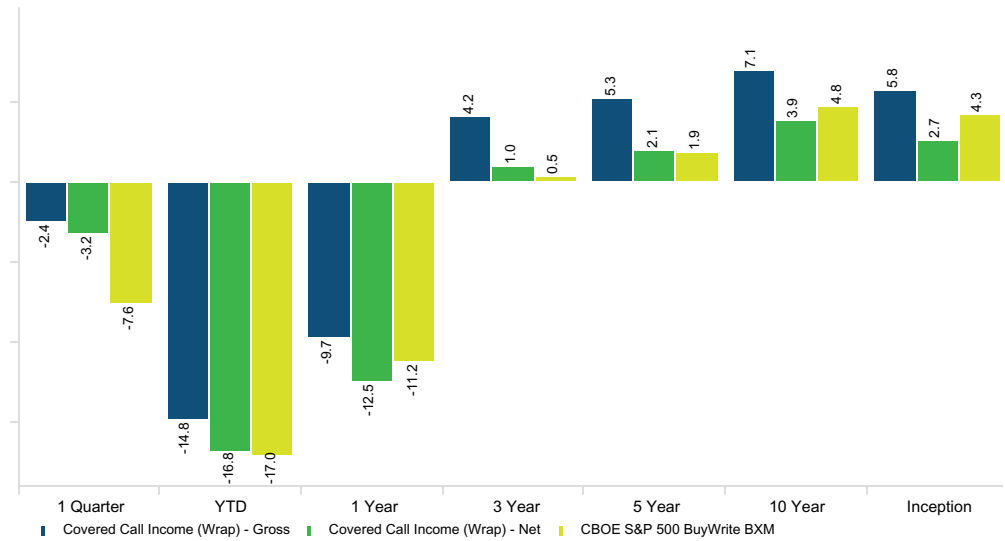
Model Portfolio Characteristics

Dividend Yield, TTM (%)	2.30
Dividend Payout Ratio (%)	33.19
Dividend Growth, 3 Yr Hist (%)	6.62
EPS Growth, 3 Yr Hist (%)	12.22
Price/Earnings Ratio - NTM	12.49
Price/Book Ratio	2.28
Price/Free Cash Flow, TTM	16.56
Return on Equity, TTM (%)	22.30

Model Portfolio Top 10 Holdings

	Weight
Apple Inc.	4.57%
NVIDIA Corporation	4.01%
Electronic Arts Inc.	3.82%
Merck & Co., Inc.	3.79%
Amazon.com, Inc.	3.73%
Morgan Stanley	3.48%
Microchip Technology Incorporated	3.36%
CVS Health Corporation	3.15%
Coca-Cola Company	3.08%
Bank of America Corp	2.99%
Total	35.99%

Composite Performance (%)



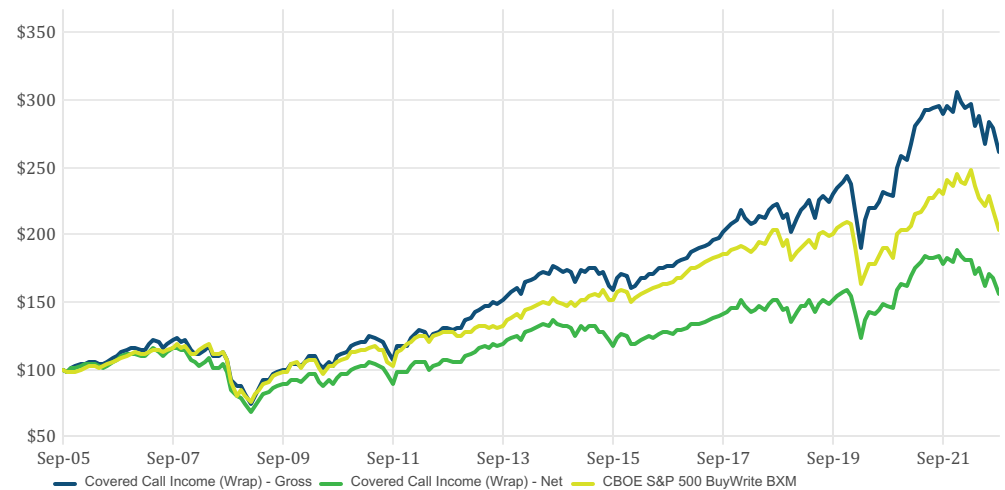
	1 Quarter	YTD	1 Year	3 Year	5 Year	10 Year	Inception
Covered Call Income (Wrap) - Gross	-2.42%	-14.84%	-9.74%	4.15%	5.25%	7.09%	5.81%
Covered Call Income (Wrap) - Net	-3.20%	-16.83%	-12.48%	1.02%	2.10%	3.91%	2.67%
CBOE S&P 500 BuyWrite BXM	-7.59%	-17.01%	-11.21%	0.48%	1.94%	4.75%	4.29%

Composite Calendar Year Performance (%)

	2021	2020	2019	2018	2017	2016	2015	2014	2013
Covered Call Income (Wrap) - Gross	18.44	5.83	21.25	-4.47	16.20	7.10	-1.90	7.92	21.94
Covered Call Income (Wrap) - Net	14.98	2.60	17.75	-7.37	12.79	3.96	-4.86	4.73	18.38
CBOE S&P 500 BuyWrite BXM	20.47	-2.75	15.68	-4.77	13.00	7.07	5.24	5.64	13.26

Composite Growth of \$100

Time Period: 10/1/2005 to 9/30/2022



All Investments are subject to risks, including the possible loss of principal. Past performance does not guarantee future results.

Composite illustrated is the Crossmark Covered Call Income Wrap Composite.

* Model Portfolios are based on a hypothetical account managed during the current quarter. Actual characteristics and income may differ materially from model.

Net performance was calculated using the hypothetical highest annual all-inclusive wrap fee of 3.00% by deducting .75% from the last month of each quarter. Gross performance is shown as supplemental information and is stated as pure gross of all fees as the returns have not been reduced by transaction costs. Wrap fees include Crossmark's portfolio management fee as well as all charges for trading costs, custody, and other administrative fees. Due to the effect of compounding, annual returns shown net of fees may be lower than the return that would be shown if the fee were deducted from the gross return at a single point in time.

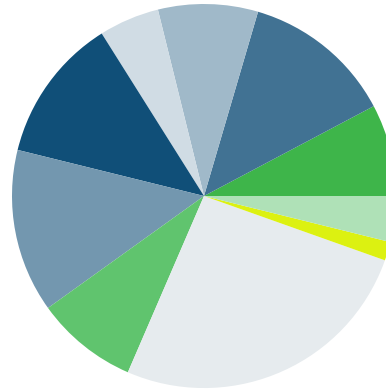
Index returns shown assume the reinvestment of all dividends and distributions.

Leading Contributors

Time Period: 6/30/2022 to 9/30/2022

	Return	Contribution
General Motors Company	26.14	0.29
Fiserv, Inc.	16.46	0.27
Starbucks Corporation	10.92	0.22
ConocoPhillips	14.41	0.21
Walmart Inc.	9.55	0.20
Apple Inc.	3.63	0.19
TJX Companies Inc	11.75	0.18
Charles Schwab Corp	14.10	0.15
Microchip Technology Incorp...	5.51	0.13
Morgan Stanley	4.85	0.09

Model Portfolio Sector Allocation



	%
Communication Services	7.85
Consumer Discretionary	12.62
Consumer Staples	8.36
Energy	5.07
Financials	12.19
Health Care	13.78
Industrials	8.72
Information Technology	25.95
Materials	1.67
Utilities	3.79
Total	100.0

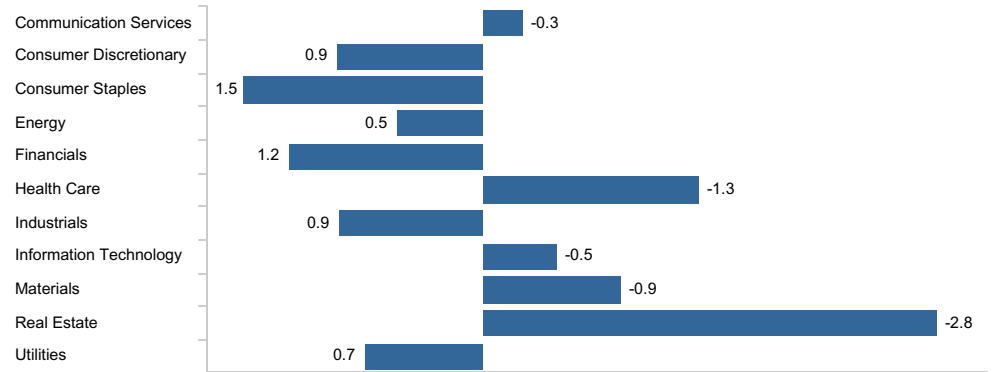
Leading Detractors

Time Period: 6/30/2022 to 9/30/2022

	Return	Contribution
Coca-Cola Company	-10.29	-0.33
Oracle Corporation	-12.20	-0.35
NVIDIA Corporation	-9.29	-0.37
Exelon Corporation	-16.74	-0.39
NIKE, Inc. Class B	-18.43	-0.39
Raytheon Technologies Corpo...	-14.33	-0.40
Intel Corporation	-30.41	-0.52
Comcast Corporation Class A	-24.75	-0.54
Verizon Communications Inc.	-24.24	-0.56
Western Digital Corporation	-27.39	-0.57

Model Portfolio Sector Exposure Relative to Benchmark

Calculation Benchmark: CBOE S&P 500 BuyWrite BXM



Model Portfolio Historical Yield (%)

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Total Income	13.82	18.47	10.79	10.53	8.5	10.49	12.12	11.49	8.53	10.45	12.36
Options Income	11.96	16.05	8.67	8.58	6.65	8.52	10.45	9.9	7.07	8.37	10.42
Dividend Income	1.86	2.42	2.12	1.95	1.85	1.97	1.67	1.59	1.46	2.07	1.94

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The Crossmark Covered Call Income strategy invests in large-cap domestic equity securities and writes (sells) call options against the holdings in order to generate current income, provide investors with equity market participation, and reduce overall portfolio risk. The Crossmark Covered Call Income Wrap Composite is comprised of all discretionary, fee-paying, wrap fee accounts managed according to this strategy. The composite has a creation date and inception date of October 1, 2005. The primary benchmark for this composite is the CBOE S&P 500 Buy Write Index; this is a benchmark index designed to reflect the hypothetical return on a portfolio that consists of a long position in the stocks in the S&P 500 Index and a short position in an S&P 500 call option.

The U.S. Dollar is the currency used to express performance. The performance reflects the reinvestment of dividends and other earnings to the extent that client accounts included in the composite elected to reinvest dividends and earnings. Performance figures shown gross of fees do not reflect the payment of investment advisory fees.

All Investments are subject to risks, including the possible loss of principal. Past performance does not guarantee future results. The Covered Call Income strategy may not achieve its objective if the managers' expectations regarding particular securities or markets are not met. Equity investments generally involve two principal risks—market risk and selection risk. The value of equity securities will rise and fall in response to general market and/or economic conditions (equity market risk). The value of any individual equity security will rise and fall in response to the market's perception of the issuer's revenues, earnings, balance sheet, credit worthiness, business plan, and overall perception of the viability of the issuer's business (selection risk).

Options are not suitable for every investor. Writing call options to generate income and to potentially hedge against market declines by generating option premiums involves risk. If the market price of a security increases, a call option written against that security limits the gain that can be realized. And, there can be significant differences between the securities and options markets that could result in an imperfect correlation between these markets, causing a given transaction not to achieve its objectives.

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Global Investment Performance Standards