MARCH 2018 UPDATE

We provide composite returns for Growth, Growth & Income (a combination of "Growth & Income and "Moderate Balanced" accounts), Conservative Balanced, Retirement Income (a combination of "Retirement Income" and "High Monthly Payout" accounts), Closed-End Income, ETF Options Income and Alternative. We present net-of-fee results in the following table. (SSB composites are in boldface.) For the sake of comparison, we also include returns for various indexes and blended benchmarks that we believe are commensurate in risk to our strategies, as well as passively managed funds of funds from Vanguard, and a PowerShares ETF.

Salzinger Sheaff Brock	YTD 2018	1 Yr	Three Yrs	Five Yrs
Growth	**1.4%**	**15.6%**	**8.3%**	**11.5%**
Benchmark (90% Lipper Multi-cap Core/10% Lipper General Bond Fund)	*0.3%*	*15.5%*	*7.7%*	*9.4%*
Growth & Income	**1.0%**	**13.5%**	**7.5%**	**9.8%**
Benchmark (75% Lipper Multi-cap Core/25% Lipper General Bond Fund)	*0.0%*	*13.3%*	*6.8%*	*8.2%*
Conservative Balanced	**0.3%**	**10.5%**	**6.3%**	**7.6%**
Benchmark (60% Lipper Multi-cap Core/40% Lipper General Bond Fund)	*-0.2%*	*11.1%*	*5.8%*	*7.1%*
Closed-End Income	**-1.4%**	**8.1%**	**7.1%**	**N/A**
ETF Option Income	**0.9%**	**8.9%**	**N/A**	**N/A**
Retirement Income	**-0.1%**	**8.5%**	**5.8%**	**6.3%**
Benchmark (50% Lipper Multi-cap Core/50% Lipper General Bond Fund)	*-0.4%*	*9.7%*	*5.1%*	*6.3%*
Alternative	**0.0%**	**10.9%**	**3.0%**	**1.2%**
Benchmark (50% GSCI/50% Lipper Emerging Market Fund)	*1.4%*	*17.3%*	*1.1%*	*-3.6%*
Index				
S&P 500	1.8%	17.1%	11.1%	14.7%
Russell 3000 &&	1.4%	16.2%	10.6%	14.4%
Russell 2000 ##	-1.4%	10.5%	8.6%	12.2%
MSCI EAFE @@	0.3%	20.1%	5.7%	7.1%
MSCI Emerging Markets	3.3%	30.5%	9.0%	5.0%
Barclays Aggregate Bond	-2.1%	0.5%	1.2%	1.7%
Mutual Fund/ETF Comparisons				
Vanguard LifeStrategy Growth &	0.5%	14.5%	7.5%	9.8%
Vanguard LifeStrategy Moderate Growth #	0.0%	11.0%	6.1%	7.9%
Vanguard LifeStrategy Conservative Gr @	-0.5%	7.6%	4.5%	6.0%
Vanguard LifeStrategy Income ^	-1.0%	4.2%	2.9%	3.9%
DB Commodity Index Tracking Fund !	-0.1%	5.6%	-3.0%	-9.4%

YTD through 2/28/2018. PLEASE SEE IMPORTANT DISCLAIMER ON BACK. Note: *&&A good measure of the broad market, ##Small-cap stocks. @@Developed market foreign stocks. Style Comparisons: &A comparison for SSB Growth and SSB Growth & Income. #A comparison for SSB Moderate Balanced. @A comparison for Salzinger Sheaff Brock, LLC (SSB) Conservative Balanced. ^A comparison for SSB Retirement Income. !A comparison for SSB Alternative. Composites include all fully discretionary accounts including those accounts no longer with the firm. Returns are presented net of management fees and all trading expenses, and the reinvestment of all income. Net returns are net of model fees and are derived by deducting the highest applicable fee rate of 0.96% from the gross returns each quarter. Fees are described in SSB's ADV Part 2A. The securities mentioned in this report can be, and often are, owned by clients and employees SBIA.* ***Past performance is not indicative or a guarantee of future results and investors may experience a loss.*** *(continued on back)*

I believe 'free' trade is good for economies, corporate profits and stock prices. Nevertheless, restrictive trade policies, such as tariffs, certainly don't impact all types of companies equally. A relative few companies are helped, while more tend to be hurt.

During a presidential administration like President Trump's, with what some would call protectionist tendencies, part of my job as a portfolio manager is to judge whether or not I should make any changes in accounts to reflect how various types of companies may be impacted by new trade policies.

It seems to me that the first-order impact from significant tariffs and potential retribution would be higher inflation, especially for physical goods. If American producers of the products with new tariffs have to compete less on price, this will allow them to keep their own prices somewhat higher. Manufacturers for which these products are inputs to production will have to pay more. While they may 'eat' some of the higher costs in the form of lower profit margins, at least some of the higher costs to production will be passed along to end consumers.

Higher inflation is bad for most bonds, but especially longer-term, higher-quality ones like long-term Treasuries and high-grade corporates, and some mortgage-backed securities and even municipals. Higher inflation eats away at the purchasing power of the principal, while fixed interest payments look less attractive relative to those of newer bonds with higher initial coupons incorporating higher current inflation.

While higher inflation is not good for the stock market generally, it's worse for stocks oriented toward yield. Though some high-yield stocks can mitigate higher inflation by raising their dividends, many are slow-growing companies without the cash flows to do so prudently. So, what often happens is these stocks become less attractive to investors as their yields become less attractive relative to higher rates offered by bonds.

The second major impact would be on major exporters caught up in retaliation by China, the European Union and potentially other trading partners. Though many smaller companies sell a lot overseas, generally it's the larger multinationals, including household products, large industrial and technology companies (along with energy companies), that generate a lot of sales and profits abroad. In fact,

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according to S&P Dow Jones Indices, sales overseas accounted for 43.2% of total sales for S&P 500 companies in aggregate in 2016. Meanwhile, overseas sales are estimated to be about 20% in aggregate for the companies in the small-cap Russell 2000 Index.

Throughout my now-long career in financial publishing and investment management, I've learned to keep a level head in the face of partisan and even policy changes in the U.S., even while many others of one political stripe or another lose theirs. Nevertheless, it's probably helpful for clients and prospective clients to know that fixed income exposure within our accounts is strongly tilted toward intermediate-term, medium-grade bond funds, which I would expect to hold up better than longer-term, high-quality fare during an uptick in inflation. Meanwhile, while our list of equity fund holdings certainly includes large-cap offerings, we have considerably higher percentages than many other asset allocators in smaller-cap equities—positions we have beefed up in some cases in recent months. Case in point, while our SSB Growth accounts now typically devote between 20% and 25% of total assets to explicitly small- or mid-cap stock funds (and more than that, in total, to small and midsize companies through additional positions in larger-cap funds with some small- and mid-cap holdings), Vanguard Target Retirement 2045 (VTIVX) includes no small- or mid-cap funds among its holdings.

To get started in any of our strategies, please call us at 866-575-5700, or send an email to info@salzingersheaffbrock.com. We look forward to hearing from you!

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Thank you for your continued interest in Salzinger Sheaff Brock (SSB), the only source of actual personalized money management by me,

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