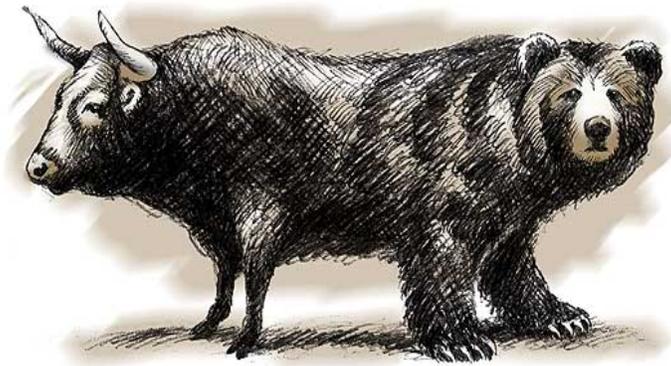


## The Four Stages Of A Market Cycle

While the Green Pastures *Defensive Growth Models* can perform well within each of the four stages of a complete market cycle - no investment management program is perfect - including ours. Therefore, it is important for you to understand our program's strengths and weaknesses during each stage in order to develop realistic expectations from both from a financial perspective as well as from an emotional perspective.

To that end, following are brief descriptions of what to expect from your overall investment portfolio if you complement your strategically or passively managed investment portfolios with one of our dynamically managed *Defensive Growth Models* during the four stages of a complete market cycle (**as it pertains to the equity components within each model**):



### Stage 1: Early Bull Market - The market begins an upward move.

- Strategically and passively managed investment portfolios:
  - Fully invested and making money.
- *Defensive Growth Models*:
  - Depending upon the nature and magnitude of the market move, the equity components of the models will most likely be in the market, out of the market, or partly in and partly out.
- Summary:
  - During this stage, you will most likely feel relaxed and happy with how your overall investment portfolio is performing.
  - While the strategically and passively managed investment portfolios are taking advantage of strong gains, the equity components of the *Defensive Growth Models* will most likely have kicked in, or will kick in soon, to join the bull market bandwagon; however, you can take comfort in knowing that should the market reverse its course, the *Defensive Growth Models* are looking out for your welfare and provide an exit strategy.

### Stage 2: Strong Bull Market - The market roars upward.

- Strategically and passively managed investment portfolios:
  - Fully invested and performing robustly.
- *Defensive Growth Models*:
  - The equity components of the models will most likely be entirely in the market.
- Summary:
  - During this stage, you will most likely feel invigorated and ecstatic with how your overall investment portfolio is performing.
  - The strategically and passively managed investment portfolios and the *Defensive Growth Models* are all enjoying the stampede of the bulls. However, when, not if, the bulls

disappear (as is inevitable at some point during complete market cycles), and a market pullback ensues, you can take comfort in knowing that the *Defensive Growth Models* are looking out for your welfare and provide an exit strategy.

### **Stage 3: Early Bear Market - The market begins a downward move.**

- Strategically and passively managed investment portfolios:
  - Fully invested and losing money.
- *Defensive Growth Models*:
  - Depending upon the nature and magnitude of the market move, the equity components of the models will most likely be in the market, out of the market, or partly in and partly out.
- Summary:
  - During this stage, you will most likely feel anxious and frustrated with how your overall investment portfolio is performing.
  - This is a particularly stressful part of the market cycle because the strategically and passively managed investment portfolios are losing money, and some of the equity components of the *Defensive Growth Models* will most likely still be invested and losing money.
  - It's too early for the *Defensive Growth Models'* disciplined risk management systems to indicate whether the market pullback is a minor blip, a short-term cyclical bear market within a long-term secular bull market, or the start of a more serious long-term secular bear market.
  - At this juncture, you will most likely become frustrated because you don't know whether to be happy the *Defensive Growth Models* haven't declared a false alarm (to move out of the market) or unhappy that the *Defensive Growth Models* haven't starting protecting you from losses.

### **Stage 4: Strong Bear Market - The market falls precipitously.**

- Strategically and passively managed investment portfolios:
  - Fully invested and getting clobbered.
- *Defensive Growth Models*:
  - The equity components of the models will most likely be entirely out of the market (and/or short the market with a limited portion of the equity portfolio).
- Summary:
  - During this stage, you will most likely feel nervous and disturbed with how your overall investment portfolio is performing.
  - The strategically and passively managed investment portfolios have no exit strategy.**
  - The market is heading south - and losing serious money.
  - However, the *Defensive Growth Models* have an exit strategy designed to help soften the pain during bear market declines.**

As previously mentioned, the *Defensive Growth Models* were created to provide you with a combination of reasonable risks and returns, and help soften the pain during major bear markets, so you have enough conviction to stick with an investment plan and harvest long-term wealth through bull and bear markets.

By complementing your strategically and passively managed investment portfolios with the dynamically managed *Defensive Growth Models*, these very different approaches combine to help give you what you want - reasonable returns along with peace of mind.