



## Joan Gilchrist

Executive Director – Investments  
Omega Portfolio Manager

Joan, who joined Oppenheimer & Co. Inc. in 1981, became the youngest Senior Vice President in the history of the firm in 1983. She was recently ranked #53 among Illinois Wealth Advisors by Forbes/Shook in 2021. In 2020, Joan was also selected as a 5 Star Wealth Advisor and Forbes Top Women Wealth Advisors. She is a current and past member of both Oppenheimer's Chairman's and Executive Councils, which honors the top 80 producers in the firm each year. She earned her Bachelor of Arts degree from Northwestern University and holds the General Securities Representative License (Series 7), and is a licensed as an agent for life and health insurance professional in multiple states.

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## Mission Statement

The Gilchrist Group values the unique and complex needs of wealthy individuals, families, and institutions. Portfolio manager Joan Gilchrist takes a dedicated approach to factoring in her clients individual preferences for tax efficiency, portfolio volatility, diversity, and asset allocation. After 40 years of experience working with clients investments, she understands the need for transparency, comprehension, communication, and credibility in a trust based relationship. It's those same principles that guide The Gilchrist Group's approach to portfolio management and client relationships.

## Investment Approach

We believe that financial wealth is best maintained and enhanced through the ownership of a diversified equity portfolio, covering multiple geographic regions and market capitalizations, that strongly correlates with broad based indices. Together we will discuss your goals and objectives and determine the most effective way to implement the portfolio taking into consideration time horizon, risk tolerance, and specific needs.

## Objective and Strategy

The Gilchrist Group's portfolio manager aims to centralize a three pronged investment strategy: **Hand-pick Exchange Traded Funds** for passive exposure to broad based indices, **Select Mutual Fund** managers that seek alpha generation over specific indices, and screen for sector-oriented **Exchange Traded Funds** that we believe provide opportunities for outperformance while weighing the economic outlook.

The aim of our portfolios asset allocation seeks to deliver favorable risk adjusted returns compared to the MSCI ACWI Index over a 7-10 year period

**Key Facts:**    **Asset Class**– Large, Mid, and Small Cap Core  
                      **Geographic exposure**– Global  
                      **Benchmark**– MSCI ACWI

## Managing the portfolio we leverage a multi-factor selection process.

- In a broad sense we screen the composition of the Mutuals Funds/ETFs by geography, market capitalization, growth/value, industry sector, and yield.

## About the Oppenheimer Omega Portfolio Management Program

Keeping abreast of the ever-changing global economy and world capital markets is more than a full-time job, particularly in the current environment. Few individual investors have the time, technical expertise, or analytical resources to stay on top of a portfolio of investments.

For clients who prefer to delegate the day to day management of their assets to a Financial Professional, Oppenheimer offers a personalized investment service backed by the firm's extensive resources.

As an Omega client, you will establish a one-on-one relationship with your personal portfolio manager, who is experienced in designing and executing customized investment strategies.

- Quantitatively we examine each Mutual Fund/ETF since inception by sharpe ratio, up/down capture, sortino ratio, compound annual growth rate, max drawdown, beta, and standard deviation.
- After noting the criteria above an additional screening process takes place. Mutual Fund/ETF analysis is conducted to evaluate liquidity and stability by looking at factors such as inception date, net assets, and average volume.

### Preferences

**Composition:** We seek to include exposure to US and International companies, of all market capitalizations, with exposure to both value and growth styles. We overweight categories depending on market outlook and valuations.

**Quantitative Metrics:** We prefer Mutual Funds/ETF's that since inception have favorable sharpe ratios, up/down captures, and maximum drawdowns compared to the MSCI ACWI index.

**Liquidity and Stability:** We look for Mutual Funds/ETFs with distant inception dates, high value of net assets, and high daily average volume.

**Earnings/Revenue Growth:** We examine global macro-economic trends preferring sectors with increasing earnings and revenue growth without a commensurate increase in market capitalization.

The success of an investment program may be affected by general economic and market conditions, such as interest rates, availability of credit, inflation rates, economic uncertainty, changes in laws and national and international political circumstances. These factors may affect the level and volatility of securities prices and the liquidity of a portfolio's investments. Unexpected volatility or illiquidity could result in losses. Investing in securities is speculative and entails risk. There can be no assurance that the investment objectives will be achieved or that an investment strategy will be successful. Past performance does not guarantee future results. All securities investing entails some risk of loss of principal. Adopting a fee-based account program may not be suitable for all investors; anticipated individual commission costs should be compared to anticipated annual fees. The Omega Group is a program through Oppenheimer & Co. Inc. It offers a managed money program in which experienced Financial Advisors act as portfolio managers for their clients. Please refer to the Oppenheimer & Co. Inc. ("Oppenheimer") Form ADV Part 2A Appendix 1 for important information about the advisory programs described herein, including program fee schedules and other fees that may apply. These forms are available from your Oppenheimer Financial Advisor.

**Exchange Traded Funds (ETFs) are baskets of securities that are traded like a stock on an exchange. Equity-based ETFs are subject to risks similar to those of stocks; fixed income-based ETFs are subject to risks similar to those of bonds. Investment returns will fluctuate and are subject to market volatility, so that an investor's shares, when redeemed or sold, may be worth more or less than their original cost. Foreign investments have unique and greater risks than domestic investments. ETF fund expenses and assume reinvestment of dividends and capital gains. You may obtain prospectuses for listed ETFs of your choice or mutual funds, which describe in detail the investment objectives, investment policies, risks, fees and other matters from the respective listing exchange. Please read any prospectus carefully before you invest.**

MSCI ACWI (All Country World Index) Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance and emerging markets.

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