



News Release

Waddell & Reed, Inc. partners with key institutional managers to launch new advisory program

Guided Investment Strategies offers range of portfolio models with both ETFs, mutual funds

Overland Park, KS, Jan. 31, 2019/ – In a continuing expansion of its advisory product lineup, Waddell & Reed, Inc. has introduced a new third-party strategist program that offers a wide range of portfolios, including both exchange-traded fund (ETF) and mutual fund options.

The advisory program, called Guided Investment Strategies, gives advisors wide flexibility to meet differing investor needs, with 48 different investment models to choose from, including 20 tax-sensitive options, each individually managed by BlackRock, State Street Global Advisors or Wilshire Associates Incorporated (“Wilshire”).

“Guided Investment Strategies offers simple, scalable, competitively priced portfolio solutions that help advisors reduce the time they spend on investment portfolio construction and administrative duties, allowing them to spend more time with clients,” said Shawn Mihal, president of Waddell & Reed, Inc. “Studies have shown that high-performing advisors spend less time managing client portfolios, as they put a priority on building relationships with clients and creating financial plans.”

Guided Investment Strategies offers a range of tactical portfolios that can respond rapidly to potential short-term opportunities in the marketplace, along with dynamic portfolios that can adjust frequently to various market conditions. This table highlights the range of options:

Institutional Manager	Portfolio Program	# of models	Mutual fund or ETF	Tax-advantaged Option	Minimum Investment
BlackRock	BlackRock Target Allocation ETF	21	ETF	Yes	\$10,000
State Street Global Advisors	State Street Global Tactical ETF Portfolios	6	ETF	No	\$25,000
Wilshire	Wilshire Global ETF Allocation	11	ETF	Yes	\$10,000
Wilshire	Waddell & Reed SPAPlus	10	Mutual fund	Yes	\$10,000

Mihal added that the program is unique in both its combination of industry-leading portfolio managers, and its variety of portfolios with choices between both ETFs and mutual funds.

“Advisors can select a portfolio that specifically suits a client’s personal situation and financial goals,” he said. “Not only can they target the nuance of each situation, such as risk tolerance, the preference for a dynamic or tactical portfolio, comfort level with mutual funds or ETFs, tax concerns -- they can do so while providing institutionally managed solutions.”

Mihal noted that the broadening of Waddell & Reed’s advisory product lineup and providers is another step in the evolution of the Waddell & Reed broker-dealer, as [announced](#) in November, collectively focused on technological enhancements, product expansion and broadening advisor support as the firm moves toward an industry-standard model. The broker-dealer is one of the pioneers of the planning industry, founded more than 80 years ago.

While the ETFs are offered and managed by each institutional manager, the mutual funds are offered within Waddell & Reed’s *SPAPlus* program, which comprises access to an array of world-class asset managers, including mutual fund options from Ivy Investments, Lord Abbett, MFS, PIMCO and T. Rowe Price. Waddell & Reed has retained Wilshire Associates to develop model portfolios, and use its proprietary screening process to determine the best options for each. The model portfolios are maintained by Wilshire on an ongoing basis; changes are made to both the asset allocations and underlying funds as needed.

About Waddell & Reed

Founded in 1937, Waddell & Reed, Inc. is one of the oldest financial planning firms in the U.S., providing total planning services to clients throughout the United States through a network of independent financial advisors. It is a subsidiary of Waddell & Reed Financial, Inc. (NYSE: WDR).

Consider all factors. Please remember that an investment in a managed portfolio involves risk. The investment return and principal value of an investment will fluctuate, and shares, when redeemed, may be worth more or less than their original cost. ETFs are different than mutual funds in that ETFs trade like stocks, fluctuate in market value and may trade at prices above or below the ETFs’ net asset value. The portfolios’ risks are directly related to the risks of the underlying investments. Asset allocation strategies do not assure a profit and do not protect against loss.

Financial advisory services are made available through Waddell & Reed, Inc., in its capacity as a registered investment adviser. To determine which Waddell & Reed investment advisory product is most appropriate for you depending on your needs and for a full description of all managed account products and services, including fees and expenses, review the Advisory Services Brochure (Form ADV Part 2) available from your financial advisor.

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Before investing, investors should consider carefully the investment objectives, risks, charges and expenses of a mutual fund or exchange-traded fund (ETF). This and other important information is contained in the prospectus and summary prospectus, which may be obtained at waddell.com or from a financial advisor. Read it carefully before investing.

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