

## Investor Discipline

- Humans are not wired for disciplined investing
- Many investors follow their emotions
- Reacting can hurt performance
- Markets have rewarded discipline
- Focus on what you can control



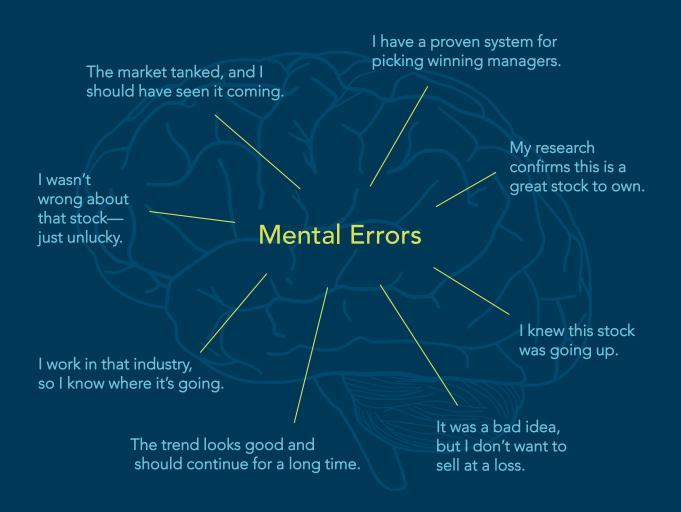
"The investor's chief problem and even his worst enemy—is likely to be himself."

—Benjamin Graham

The Intelligent Investor



# Humans Are Not Wired for Disciplined Investing



When people follow their natural instincts, they tend to apply faulty reasoning to investing.



## Many Investors Follow Their Emotions



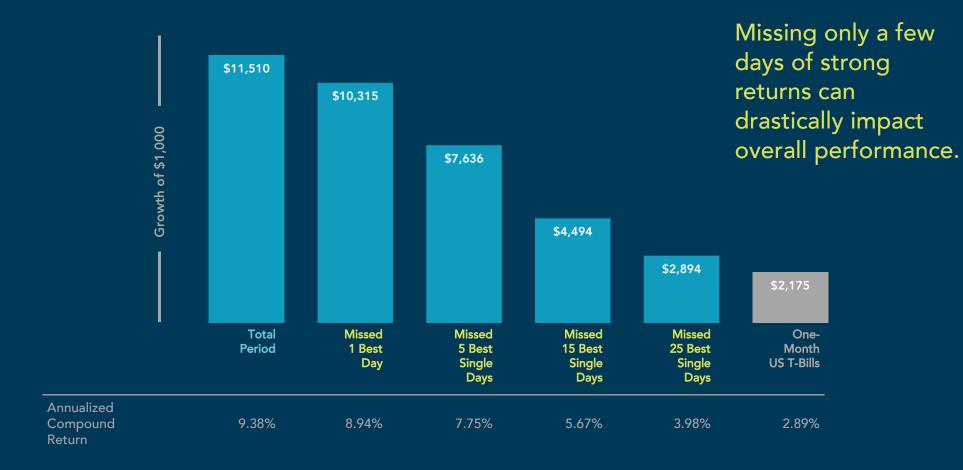
People may struggle to separate their emotions from their investment decisions.

Following a reactive cycle of excessive optimism and fear may lead to poor decisions at the worst times.



## Reacting Can Hurt Performance

Performance of the S&P 500 Index, October 1989-December 2016



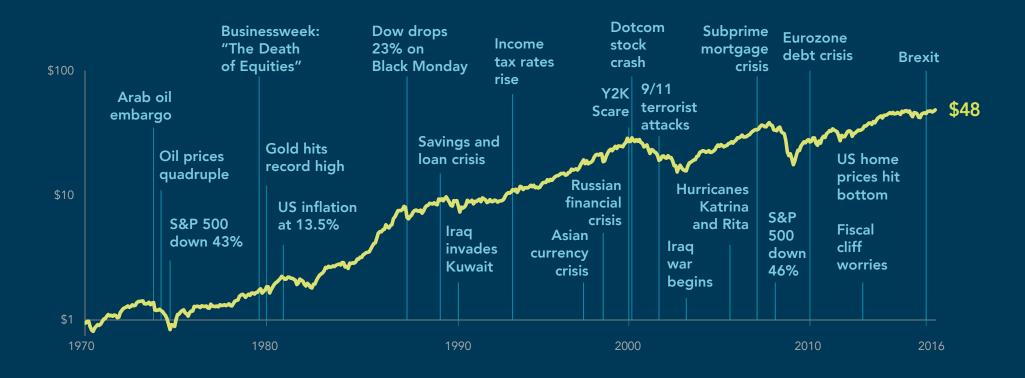
#### In US dollars.

Indices are not available for direct investment. Their performance does not reflect the expenses associated with the management of an actual portfolio. Past performance is not a guarantee of future results. S&P data provided by Standard & Poor's Index Services Group. "One-Month US T- Bills" is the IA SBBI US 30 Day TBill TR USD, provided by Ibbotson Associates via Morningstar Direct. Data is calculated off rounded daily index values.



## Markets Have Rewarded Discipline

Growth of a dollar—MSCI World Index (net dividends), 1970–2016



To build wealth, you must look beyond the concerns of today and invest for the long term.



### Focus on What You Can Control

Creating an investment plan to fit your needs and risk tolerance

Structuring a portfolio around dimensions of returns

Diversifying broadly

Reducing expenses and turnover

Minimizing taxes

No one can reliably forecast the market's direction or predict which stock or investment manager will outperform.

A financial advisor can help you create a plan and focus on actions that add value.



## Disclosures

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Dimensional Fund Advisors LP is an investment advisor registered with the Securities and Exchange Commission.