

December 31, 2011



OBJECTIVE:

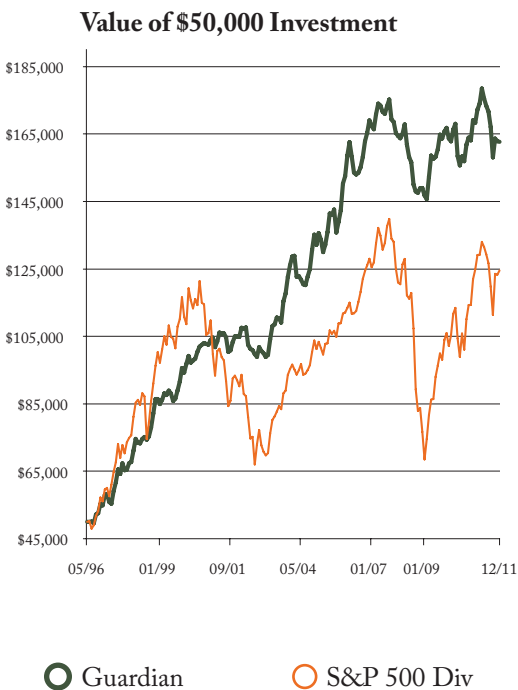
This strategy is designed to provide consistent conservative growth and preservation of capital by participating in U.S. and international markets and to limit portfolio volatility and risk of extensive loss.

DESCRIPTION:

The Guardian strategy is actively allocated across many sectors and/or asset classes, over weighting those exhibiting the best risk-to-reward ratio. Investments are primarily limited to low volatility mutual funds in an overall effort to reduce downside exposure. Through the careful selection of funds with a history of providing higher risk-adjusted returns, the opportunity for higher returns may still be achieved while maintaining lower risk. Specialty investments – with greater volatility – may be used from time to time to hedge risk and provide for smoother returns. Risk-managed policies employ the use of cash or money market funds during adverse conditions; these positions could at times be 100%.

PROSPECTIVE CLIENT:

This strategy is suitable for investors wanting the broad diversification to equity markets offered by mutual funds. The typical Guardian client is most concerned with conservative growth and capital preservation.



Risk Statistics

	Beginning Month:	6/1/96	Guardian	S&P 500 Div
	Ending Month:	12/31/11		
Beta			0.35	1.00
Alpha			0.45%	0.00%
Sharpe			0.94	0.44
Monthly Standard Deviation			2.43%	4.76%
Average Monthly Return			0.66%	0.60%
Worst Drawdown			-16.85%	-50.95%
			10/07 - 3/09	10/07 - 2/09
Best Month			6.78%	10.93%
			5/97	10/11
Worst Month			-5.71%	-16.80%
			5/10	10/08
Best 12 Months			33.42%	53.62%
			3/97 - 3/98	2/09 - 2/10
Worst 12 Months			-15.56%	-43.32%
			10/07 - 10/08	2/08 - 2/09

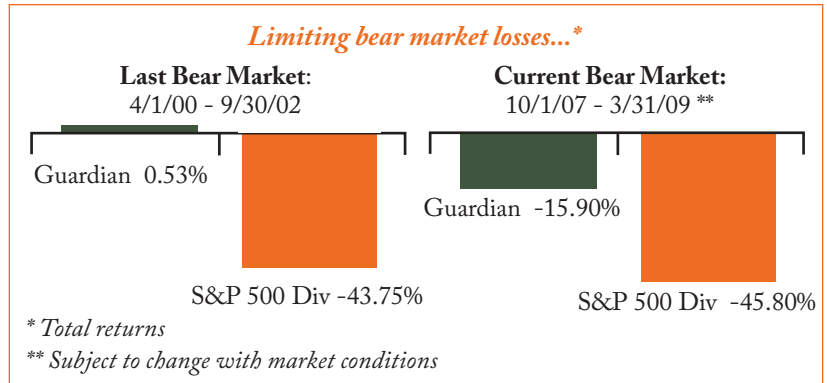


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Annual Returns

Year	Guardian	S&P 500 Div
1996 *	9.23%	12.11%
1997	22.75%	33.36%
1998	28.18%	28.58%
1999	10.63%	21.04%
2000	7.22%	-9.11%
2001	2.42%	-11.88%
2002	-4.13%	-22.10%
2003	21.77%	28.68%
2004	10.23%	10.88%
2005	5.29%	4.91%
2006	16.16%	15.79%
2007	1.97%	5.49%
2008	-11.66%	-37.00%
2009	12.46%	26.46%
2010	1.37%	15.06%
2011	-3.81%	2.11%

* Performance is for partial year (6/1/96)



...helps deliver favorable returns.

Historical Returns [◇]

Beginning Month:	6/1/96	Guardian	S&P 500 Div
Ending Month:	12/31/11		
One Year		-3.81%	2.11%
Three Year		3.12%	14.11%
Five Year		-0.24%	-0.25%
Seven Year		2.74%	2.64%
Ten Year		4.51%	2.92%
Inception (6/1/96)		7.85%	6.02%

[◇] All returns are annualized.

Investors should consider the investment objectives, risks, charges and expenses of the underlying funds that make up the investment strategies carefully before investing. Prospectuses or offering documents contain this and other important information about the fund. Please call your financial advisor to obtain the prospectuses of the current underlying funds. Prospectuses should be read carefully before investing.

S&P 500 Index: The S&P 500 index is a basket of 500 stocks that are considered to be widely held. The S&P 500 index is weighted by market value, and its performance is thought to be representative of the stock market as a whole. The S&P 500 is one of the most commonly used benchmarks for the overall U.S. stock market. S&P 500 Div is a total return index adjusted for distributions (i.e., assuming that all distributions are reinvested).

Bear Market: A market condition in which the prices of securities are falling, and widespread pessimism causes the negative sentiment to be self-sustaining. As investors anticipate losses in a bear market, selling continues, which then creates further pessimism. A downturn of 20% or more S&P 500 Index over at least a two-month period is considered an entry into a bear market.

Beta: Beta is the slope of the regression line. Beta measures the risk of a particular investment relative to the market as a whole (the "market" can be any index or investment you specify). It describes the sensitivity of the investment to broad market movements. For example, in equities, the stock market (the independent variable) is assigned a beta of 1.0. An investment which has a beta of .5 will tend to participate in broad market moves, but only half as much as the market overall.

Alpha: The alpha coefficient or "residual return" is a risk-adjusted performance figure, which measures the return of an investment, resulting from taking selection risk. A negative alpha value indicates underperformance, while a positive alpha indicates better than expected performance.

Sharpe: A return/risk measure developed by William Sharpe. Return (numerator) is defined as the incremental average return of an investment over the risk free rate. Risk (denominator) is defined as the standard deviation of the investment returns.

Standard Deviation: Standard Deviation measures the dispersal or uncertainty in a random variable (in this case, investment returns). It measures the degree of variation of returns around the mean (average) return. The higher the volatility of the investment returns, the higher the standard deviation will be. For this reason, standard deviation is often used as a measure of investment risk.

Drawdown: A Drawdown is any losing period during an investment record. It is defined as the percent retrenchment from an equity peak to an equity valley. A Drawdown is in effect from the time an equity retrenchment begins until a new equity high is reached.

Leverage: The use of various financial instruments or borrowed capital to increase the potential return of an investment. If an investor uses leverage to make an investment and the investment moves against the investor, his or her loss is much greater than it would've been if the investment had not been leveraged - leverage magnifies both gains and losses.

Bear or Inverse Investments: Are constructed by using various derivatives for the purpose of profiting from a decline in the value of an underlying benchmark. Investing in these is similar to holding various short positions, or using a combination of advanced investment strategies to profit from falling prices.

Potomac's performance results are based on a representative account. The representative account is an actual account that is considered representative of the majority of client accounts with similar investment objectives. Returns for this strategy and S&P 500 index are time-weighted, total returns that reflect the reinvestment of dividends and capital gain distributions. You cannot invest directly in an index. Potomac's performance is net of the maximum (2.5%) advisory fees, underlying mutual fund management fees, other fund (administrative) expenses and, if any, redemption or 12b1 (fund marketing) fees. Past performance does not guarantee future results. There is no guarantee that any investment strategy or account will be profitable or will not incur loss. Individual investors' objectives, financial situations, their specific instructions, or restrictions on investments, or the time at which an account is opened, or additions are made may result in different trades and returns from the representative account. Performance for other Potomac investment strategies may differ materially (more or less) from the performance of the comparable index. Market and economic conditions could change in the future producing materially different returns. Results do not reflect a deduction for taxes for taxable accounts. There would be no deduction for non-taxable accounts. The results shown above reflect the use of Fidelity Investments as custodian. The use of any other custodian could affect the investment choices available and the fees associated with the other custodian could be higher. Both factors could lead to lower performance than that shown above. This presentation is supplemental to the composite presentation. An Annual GIPS® Full Disclosure Presentation is available upon request.