



SPRING 2018

mutual funds INVESTOR



Taking the Long View on Markets

HOW A LONG-TERM STRATEGY CAN HELP YOU MEET GOALS AND AVOID CERTAIN RISKS.

OVER THE PAST NINE DECADES, STOCKS HAVE BEEN THE MAJOR GROWTH DRIVERS IN INVESTMENT PORTFOLIOS.¹ However, stocks also are major sources of short-term portfolio volatility, as share prices can rise and fall dramatically over a matter of days or even hours. This can make investing in stocks challenging for a risk-averse investor who can't stomach a large loss in his or her portfolio's value—even if that loss is only temporary.

One of the keys to successful investing is the ability to ignore the inevitable short-term

fluctuations and stay focused on your long-term strategy and goals. This long view is essential for investors just starting out in their careers, but it's also important for those nearing retirement. Because even as a new retiree, your time horizon is probably longer than you believe it to be.

Why long-term versus short-term matters

Typically, an investor on the verge of retiring may believe the time horizon is short. But life expectancy is on the rise—a 65-year-old woman

¹Ibboston Classic Yearbook 2015

ALSO IN THIS ISSUE:



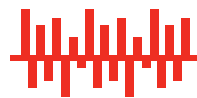
Early or Late:

Delaying Social Security can net a higher sum in retirement.



Balancing Multiple Savings Goals

How different classes complement one another in a financial plan.



Market Commentary

Don't overreact to short-term market changes.

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now has a 25 percent chance of living to age 96.² So that investor could be facing a retirement that lasts three decades or more. With such a long time horizon, you can't afford to forgo exposure to stocks.

That's because historically, stocks offer more potential growth than other asset classes such as bonds. Stocks have gained value in every 20-year period since 1926, outpacing bonds' performance in all but one of those periods.³ So, if your time horizon is longer than 20 years, based on historical performance, your well-diversified stock portfolio may gain in value over that time.

It is in the short term that stocks can be a challenging investment for many investors; a sharp market decline may trigger a sell impulse to avoid additional losses. However, giving in to such an impulse can lead you to lose money, since selling after a loss locks in those losses. What's more, if you reinvest in stocks and you reenter the market after the recovery has begun, you risk missing out on some of those initial gains.

By comparison, an investor who stays focused on the long-term view and is willing to wait out the full market cycle won't lock in losses and will fully participate in the recovery.

The risks of avoiding stocks

Many investors limit their exposure to stocks in the belief that doing so will help protect them from market risk. This may be true, but it also increases other risks, including longevity, inflation, and interest rate exposure.



Longevity risk is the possibility that you may outlive your assets. Stable assets, such as bonds and cash, may not generate enough money to cover your income needs over a retirement lasting 30 years or more. The growth potential from stocks can help offset this risk.

Inflation risk is the potential that inflation will erode your savings' purchasing power. Generally, less volatile asset classes, such as bonds and cash, lack the growth potential needed to consistently outpace inflation. This means that later in life you may not have lost money but your savings may not be sufficient to afford the lifestyle you expect.

Interest rate risk typically impacts fixed-income investments such as bonds. When interest rates rise, bond prices fall. As a result, relying on bond investments alone to reduce your portfolio's short-term volatility could leave you facing losses during a period of rising interest rates.

By taking the long view, you will be better prepared to handle the short-term volatility that comes with investing in stocks. As a result, you'll be more likely to hold an appropriate allocation to stocks, which will help protect you against many other potential risks.

²Actuaries Longevity Illustrator <http://www.longevityillustrator.org/> 2016

³bboston Classic Yearbook 2015

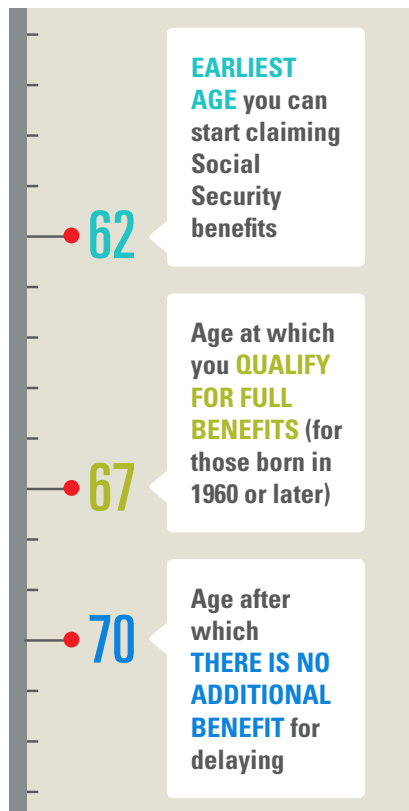
EARLY OR LATE: MAKING THE MOST OF SOCIAL SECURITY

▶ Consider delaying benefits to net a higher sum in retirement.

The longer you delay, the higher your fixed monthly benefits will be.



And locking in a higher benefit amount can add up over a retirement that could last decades.



Claiming a smaller amount early or waiting longer to claim a larger benefit involves a tradeoff that depends in part on your expected longevity.

Data source: ssa.gov
(Based on retirement age of 62, 70, or 72 with life expectancy of 95 years.) These hypothetical charts are for illustrative purposes only and do not represent any specific type of investment. It does not include the impact of expenses or fees, which would have reduced the results of the illustration.

THE EFFECT ON A \$2,000 MONTHLY BENEFIT...

CLAIM DATE	AGE	\$2,000 MONTHLY BENEFIT WOULD BE...	BREAK-EVEN AGE
EARLY	62	\$1,400	
FULL RETIREMENT AGE (FRA)	67	\$2,000	78 AND 8 MONTHS
DELAYED	70	\$2,480	82 AND 6 MONTHS

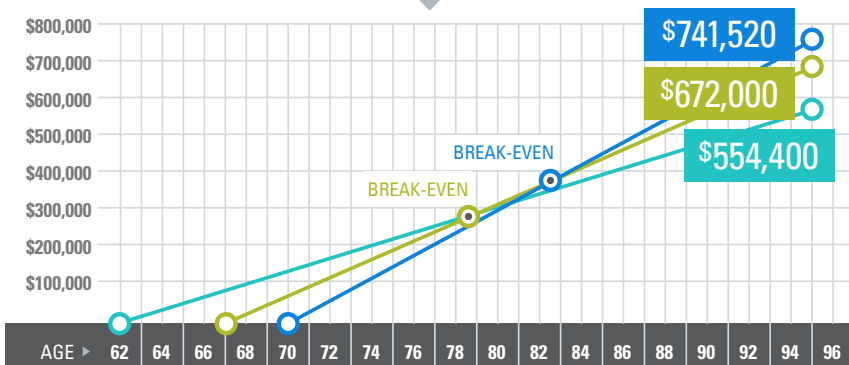
↓30%

Reduction in your monthly benefit if you CLAIM AT AGE 62



↑24%

Increase in your benefit if you delay CLAIMING UNTIL AGE 70



34%

More in total retirement benefits for a 95-year-old who CLAIMED SOCIAL SECURITY AT AGE 70 VERSUS ONE WHO CLAIMED AT AGE 62



A number of factors will impact your decision about when to claim your Social Security retirement benefits, including your current income needs, your expected retirement age and your life expectancy.



But understanding the value of delaying when you claim your retirement benefits can help you make a more informed decision about your Social Security strategy.

BALANCING MULTIPLE SAVINGS GOALS

Thoughtful planning and a balanced budget can help you achieve your financial objectives.

FROM SAVING FOR RETIREMENT TO SAVING FOR A CHILD'S EDUCATION, YOU PROBABLY HAVE MORE THAN ONE FINANCIAL GOAL ON YOUR MIND. And though the best way to work toward those goals is to save early and often, it can be a challenge to determine how best to allocate your limited savings dollars. Balancing your household budget and setting priorities for each of your financial goals can help you plan more effectively to achieve all of them.

BALANCE YOUR BUDGET

When setting savings priorities, a balanced budget is essential because if your household budget exceeds your household income, you won't be able to save much. Balancing your budget also helps you determine how to spend your discretionary dollars—the money going elsewhere than to essential expenses. Small adjustments in your discretionary budget can help you maximize the amount allocated to your savings goals, which makes setting priorities easier.



CREATE AN EMERGENCY SAVINGS FUND

Along with a balanced budget, a fully funded emergency fund is an essential part of any savings plan. Without one, any unexpected expense, such as a hospital visit or home repair, could derail your savings strategy. An emergency fund can help you cover those expenses without taking on debt or dipping into savings earmarked for other goals. If you don't have an emergency fund, prioritize saving enough to cover six months' worth of expenses.

SET YOUR PRIORITIES

The key to setting priorities is to balance the relative importance of each goal and its time horizon. Also, ask yourself whether you are solely responsible for saving for that goal, as with retirement. Or can alternate funding options make up for any savings shortfalls such as college loans? When your savings budget is limited, your decisions lead to tradeoffs between your long-term goals and your situation.

Consider the following:

Retirement

Saving for retirement must be a priority because there is no alternative to funding your retirement than through savings you set aside now. Ideally you should set aside 15 percent of your income for retirement. But if you can't target that much now, save what you can and commit to increasing your contributions each year. If your employer-sponsored plan offers matching contributions, make it a priority to save enough to qualify for that match.

College

Once you target savings for retirement, determine how much of your discretionary budget you can earmark for other long-term goals such as college savings. Only you can decide whether the tradeoff of saving more for college and less for retirement is worth it.

Short-term goals

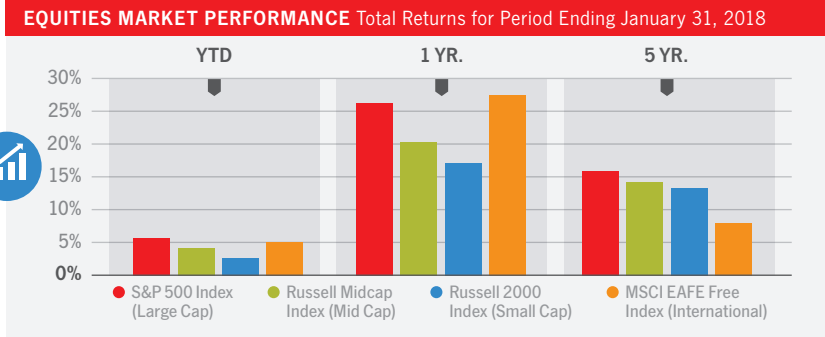
Once you've set up a strategy for your longer-term objectives, target your short-term goals such as a down payment on a house or saving for a vacation. Time horizon is important here: Saving for a home in 10 years at the expense of saving for a car you need next year might put you in a tough situation. When it comes to short-term goals, it may make sense to direct more savings where you are likely to need them first.

Setting priorities to balance your savings goals isn't a one-time exercise either, given that your goals and situation may change. Take the time to periodically re-evaluate your financial goals.

STATE FARM MARKET RECAP As of January 31, 2018

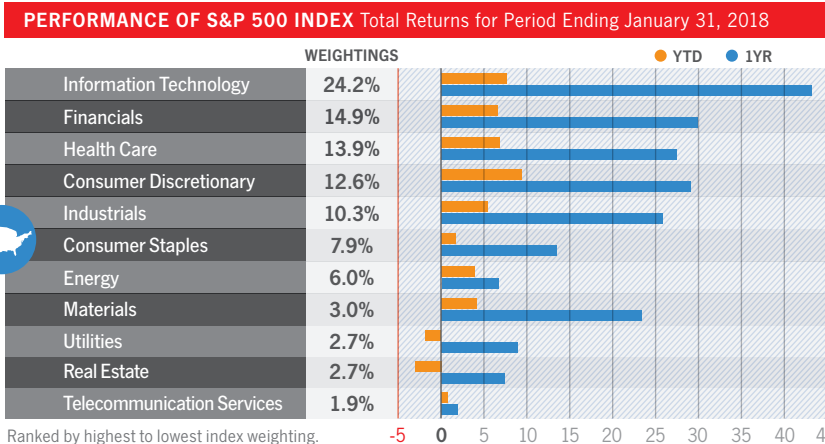
EQUITIES RECAP

- ▶ Global equities began the year on a positive note, supported by strengthening economic growth across several regions and the potential benefits from the recently passed tax reform bill in the U.S.
- ▶ In the U.S., large-cap stocks led the major indices, with the benchmark S&P 500® Index posting a 5.7% total return, the best opening month to start a year since January 1997.



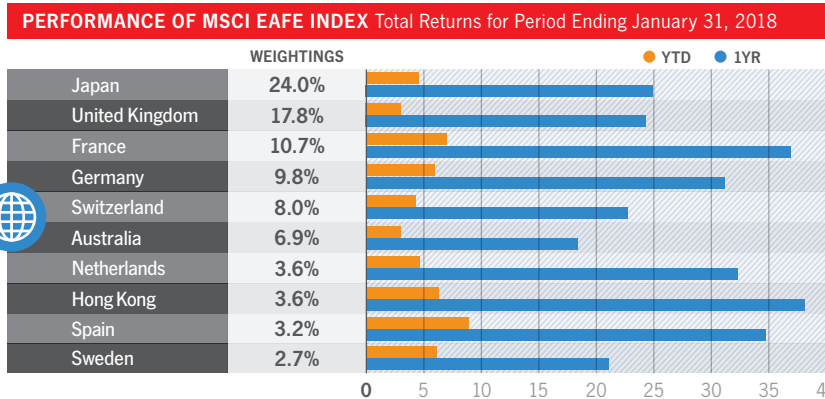
U.S. EQUITIES

- ▶ U.S. equity markets kicked off 2018 with a strong performance, as most stocks experienced gains and each major index posted positive returns. January was the best monthly return for the S&P 500 Index since March 2016 (+6.8%), while the tech-heavy NASDAQ Composite Index (not shown) had its best monthly gain since October 2015.
- ▶ Helped by the recent passing of the tax reform bill, mid- and small-cap stocks also started the year in positive territory, with the Russell MidCap® Index and Russell 2000® Index posting total returns of 3.8% and 2.6%, respectively. With most of their revenues coming from domestic companies, mid- and small-cap stocks stand to benefit from the lower tax rates.



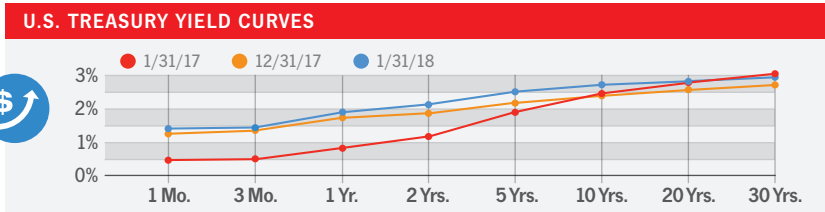
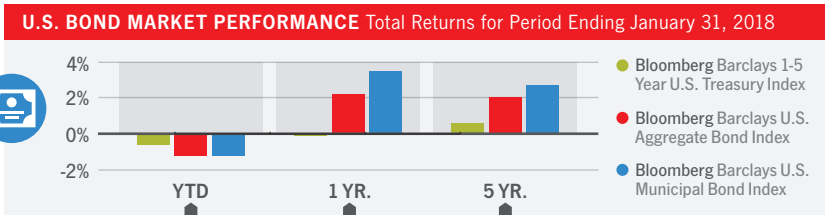
GLOBAL EQUITIES

- ▶ International equity markets posted strong results to start the year, as the MSCI EAFE Index increased 5.0%, in U.S. dollars. International economic growth continued to show strength at the end of 2017, with the Eurozone posting gross domestic product (GDP) growth of 2.5% for the full year, its strongest performance since 2007. Meanwhile, emerging markets continued to benefit from positive asset flows and have been primary beneficiaries of the weaker U.S. dollar.



FIXED INCOME RECAP

- ▶ In the U.S. fixed income markets, investment-grade bonds experienced modest declines in January, after the Federal Reserve announced it would leave interest rates unchanged, in the range of 1.25% to 1.50%. For the month, the Bloomberg Barclays U.S. Aggregate Bond Index posted a -1.2% total return. Over the longer 1- and 5-year time periods, investment-grade bonds recorded annualized total returns of 2.2% and 2.0%, respectively.
- ▶ U.S. municipal bond flows slowed in January, as investors sold off assets due to changes in the tax laws. For the month, the Bloomberg Barclays U.S. Municipal Bond Index posted a -1.2% total return. Over the longer 1- and 5-year time periods, municipal bonds recorded annualized total returns of 3.5% and 2.7%, respectively.



MARKET COMMENTARY

Don't Overreact to Short-Term Market Changes

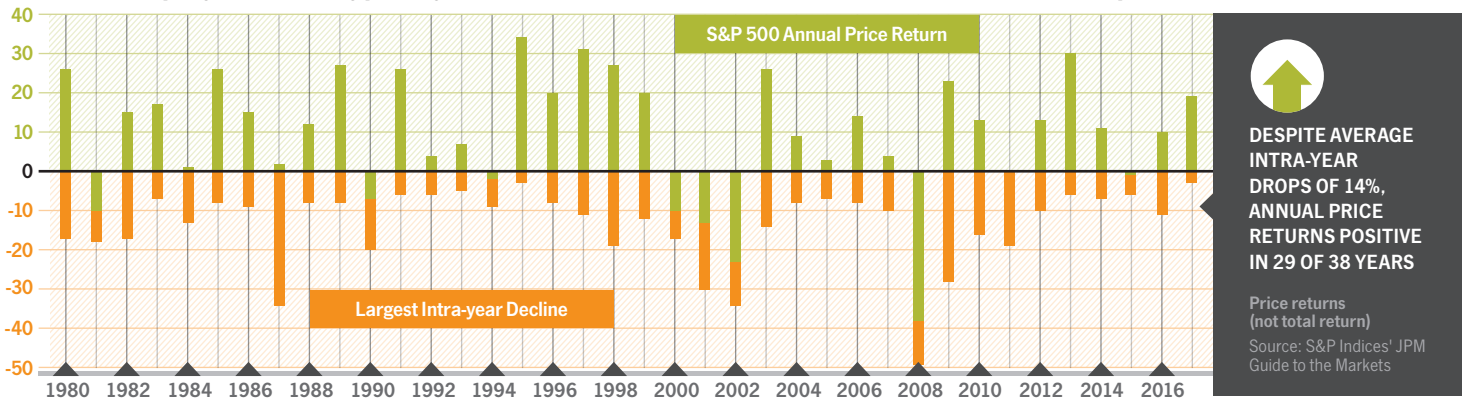
2017 was another banner year for the U.S. stock market, with the benchmark S&P 500® Index gaining 19.4% (21.8% with dividends) and extending the second-longest bull market in U.S. history. The percentage gains were significant, though not unprecedented. What was uncommon about 2017 was the consistency of price appreciation and the absence of volatility throughout the year. In fact, during the year the S&P 500 Index gained or lost more than 1% on just eight trading days (four to the upside and four to the downside), and the lowest the market declined was just -3%.

While the S&P experienced historic low levels of volatility in 2017, investors shouldn't expect this trend to continue. The chart shows the annualized price returns for the S&P 500 Index from 1980–2017. During this period,

the average intra-year decline (or maximum drawdown) was -14%, well below the -3% the market experienced in 2017. Even during years when the stock market records positive annual returns, periods of sharp declines can still appear. For example, in 2009 the market experienced a price return of 23%, while the largest decline was -28%.

While intra-year declines are common, investors should keep market volatility in perspective and stay focused on their long-term goals. Investing to achieve retirement goals requires a long-term focus, and maintaining a disciplined, unemotional investment approach may be your most prudent strategy. State Farm® is here to help you with these and other financial or insurance needs you may have.

Equity Markets Typically Exhibit Much Greater Drawdowns than What Was Experienced in 2017



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- ▶ Investing involves risk, including potential for loss. Current and future portfolio holdings are also subject to risk.
- ▶ Bonds are subject to interest rate risk and may decline in value due to an increase in interest rates.
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- ▶ Foreign investments involve greater risks than U.S. investments, including political and economic risks and the risk of currency fluctuations.
- ▶ Emerging markets involve greater risks than U.S. investments due to lower trading volume, political and economic instability, and other governmental limitations on foreign investment policy.
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- ▶ The Russell Midcap® Index measures the performance of the mid-cap segment of the U.S. equity universe and is a subset of the Russell 1000 Index.
- ▶ The Russell 2000® Index tracks the common stock performance of the 2,000 smallest U.S. companies in

- the Russell 3000 Index.
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- ▶ The Dow Jones Industrial Average® is a price-weighted average of 30 significant stocks traded on the New York Stock Exchange and the NASDAQ.
- ▶ The NASDAQ Composite Index® is the market capitalization-weighted index of approximately 3,000 common equities listed on the NASDAQ stock exchange.
- ▶ The Morgan Stanley Capital International Europe, Australasia and Far East (MSCI EAFE) Index captures large and mid-cap representation across Developed Markets countries around the world, excluding the U.S. and Canada.
- ▶ The MSCI EM (Emerging Markets) Index is a capitalization-weighted index of stocks from 26 emerging markets that only includes issues that may be traded by foreign investors.
- ▶ The MSCI Japan Index is designed to measure the performance of the large- and mid-cap segments of the Japanese stock market.
- ▶ The Bloomberg Barclays 1–5 Year U.S. Treasury Index measures the performance of short-term U.S. Treasury Securities maturing within one to five years.
- ▶ The Bloomberg Barclays U.S. Aggregate Bond Index represents debt securities in the U.S. investment-grade fixed-rate bond market.
- ▶ The Bloomberg Barclays Municipal Bond Index is an unmanaged index representative of the tax-exempt bond market.
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