

EQUITIES

CONSUMER DISCRETIONARY

Coach Inc.
Ford Motor Company
Kohl's Corporation
Nordstrom Inc.
Staples Inc.
Target Corp.

INDUSTRIALS

Eaton Corp. PLC
Emerson Electric Co.
General Electric
Philips Electronics ADS
United Parcel Service Class B
United Technologies Corp.

TELECOMMUNICATIONS

AT&T Inc.
CenturyLink Inc.

REAL ESTATE

Public Storage
Ventas Inc.

INFORMATION TECHNOLOGY

Apple Inc.
Cisco Systems Inc.
HP Inc.
Intel Corp.
International Business Machines
Microsoft Corp.
Western Union Company

MATERIALS

LyondellBasell Industries
Mosaic Company
Nucor Corp.
Rio Tinto PLC ADS

CONSUMER STAPLES

Coca Cola Company
CVS Health Corp.
Procter & Gamble
Wal-Mart Stores

UTILITIES

FirstEnergy Corp.
PPL Corporation

FINANCIALS

BB&T Corporation
JPMorgan Chase
KeyCorp
Manulife Financial
MetLife Inc.
People's United Financial
Prudential Financial
US Bancorp
Wells Fargo & Co.

ENERGY

Chevron Corporation
ConocoPhillips
Exxon Mobil Corporation
Occidental Petroleum
Royal Dutch Shell Class B

HEALTH CARE

Amgen Inc.
Johnson & Johnson
Eli Lilly & Company
Merck & Co.
Pfizer Inc.

The portfolio is actively managed and subject to change. The information provided herein should not be construed as a recommendation to purchase or sell any particular security or an assurance that any particular security held in a portfolio will remain in the portfolio or that a previously held security will not be repurchased. Securities discussed herein may not represent a portfolio's entire holdings. It should not be assumed that any of the security transactions or holdings discussed herein have been or will prove to be profitable or that future investment decisions will be profitable or will equal or exceed the investment performance of the securities discussed. All recommendations/holdings within preceding 12 months or applicable period are available upon request.

ECONOMIC SECTORS*

	EDP	R1000V	S&P 500
Financials	21.5%	26.5%	14.4%
Information Technology	16.5%	10.0%	22.1%
Industrials	12.3%	10.2%	10.1%

	EDP	R1000V	S&P 500
Energy	10.5%	12.2%	6.6%
Consumer Discretionary	10.3%	4.5%	12.3%
Healthcare	9.5%	10.9%	13.9%
Consumer Staples	6.9%	8.5%	9.3%
Materials	4.3%	2.8%	2.9%
Telecommunication Services	2.9%	3.6%	2.4%
Real Estate	2.8%	4.5%	2.9%
Utilities	2.6%	6.2%	3.2%

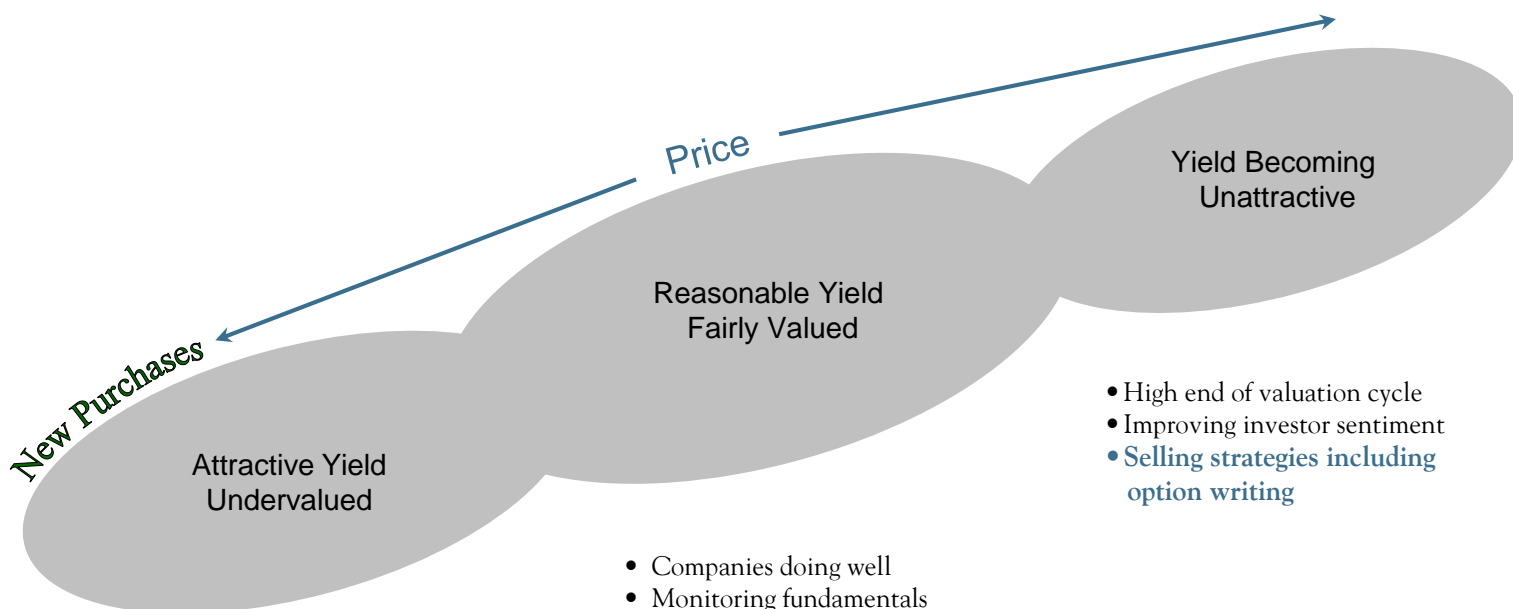
*Global Industry Classification Standard (GICS) Sectors; Weightings may not total 100% due to cash and/or rounding.

R1000V: The Russell 1000 Value index is a market capitalization-weighted, total return index of larger capitalization companies which exhibit traditional value characteristics. **S&P500:** The S&P 500 index is a market capitalization-weighted, total return index of widely held common stocks.

COVERED CALL OPTIONS

AMGEN INC \$195.00 01/19/2018
 APPLE INC \$150.00 10/20/2017
 COACH INC \$43.00 08/18/2017
 CONOCOPHILLIPS \$55.00 05/19/2017
 ELI LILLY & CO \$90.00 07/21/2017
 EMERSON ELECTRIC \$65.00 09/15/2017
 KEYCORP \$19.00 06/16/2017
 MANULIFE FINANCIAL \$19.00 06/16/2017
 METLIFE INC \$60.00 06/16/2017

MICROSOFT \$62.50 06/16/2017
 NORDSTROM INC \$55.00 10/20/2017
 PPL CORP \$39.00 10/20/2017
 PROCTOR & GAMBLE \$90.00 07/21/2017
 PRUDENTIAL FINANCIAL \$110.00 06/16/2017
 ROYAL PHILIPS NV \$30.00 07/21/2017
 US BANCORP \$55.00 06/16/2017
 WESTERN UNION \$21.00 08/18/2017



- Dividend yield above average
- Low end of valuation cycle
- Currently out of favor

- Companies doing well
- Monitoring fundamentals
- **Option writing possibilities**

- High end of valuation cycle
- Improving investor sentiment
- **Selling strategies including option writing**

The goal of our portfolio management process is to create a well-diversified portfolio that trades with an above-average dividend yield, has attractive valuations, and can be enhanced with an option writing strategy.

The portfolio is actively managed and subject to change. The information provided herein should not be construed as a recommendation to purchase or sell any particular security or an assurance that any particular security held in a portfolio will remain in the portfolio or that a previously held security will not be repurchased. Securities discussed herein may not represent a portfolio's entire holdings. It should not be assumed that any of the security transactions or holdings discussed herein have been or will prove to be profitable or that future investment decisions will be profitable or will equal or exceed the investment performance of the securities discussed. All recommendations/holdings within preceding 12 months or applicable period are available upon request.

FLIPPIN, BRUCE & PORTER

The Appalachian Building
 Second Floor, 800 Main Street
 Lynchburg, VA 24504-1508
 Phone: (800) 851-3804 Fax: (434) 846-3846
 Web site: www.fbpinc.com