



AAM Fixed Income Products & Services

Delivering Exceptional Business Solutions to Broker/ Dealers

Advisors Asset Management (AAM) offers a vast array of financial tools, leading technologies and industry expertise to broker/dealers and their advisors. With a wide range of bond offerings and trading support, AAM has the tools and the relationships that can enhance your fixed income offerings platform and directly benefit your bottom line.

We provide support services customized to your business model. A dedicated support team and a team of regional directors managers are at your disposal to assist with ongoing education and sales support at both the executive and advisor level. Broker/dealers are able to leverage our extensive resources, experience and "best of breed" offerings to add value and differentiate their service capabilities.

Fixed Income Securities

Broaden and enhance your existing platform with competitive pricing and exclusive investment opportunities offered by AAM. AAM has been deeply rooted in the fixed income markets for almost 30 years. We provide your advisors unlimited access to the bond markets as well as simple and efficient trading support. Our offerings include:

Certificates of Deposit

Closed-End Funds

Collateralized Mortgage Obligations (CMOs)

Convertible Bonds

Core Notes

Corporate Bonds

Exchange-Traded Funds

Government Agencies

Mortgage-Backed Securities

Municipal Bonds

Preferred Securities

Structured Products

Taxable and Tax-Exempt Cash Markets

Unit Investment Trusts (UITs)

US Treasuries

Zero-Coupon Bonds

Using our intuitive online offering system, advisors are able to view competitive offerings as well as our own inventory. Our proprietary, easy-to-use Web site provides advisors with a variety of competitively priced primary and secondary offerings, educational tools, inventory, portfolio strategies, sales literature, technology tools and much more. All of our online resources are conveniently accessible at www.aam.us.com.

The AAM Advantage

- Experience and economies of scale
- Access to a variety of competitive offerings
- User-friendly, proprietary website
- Extensive account management resources
- Personalized support
- Trading assistance
- Portfolio analysis and support
- Education and marketing tools



Capital Markets Group

AAM's Capital Markets Group is comprised of a talented and experienced team of taxable and municipal fixed income traders providing competitive offerings, ongoing service and timely sales ideas. Long-standing relationships and economies of scale allow us to establish and maintain an attractive inventory of securities that offer you the ability to capitalize on pricing, yields and quality issues.

AAM is flexible, responsive and directly in-tune with the markets. We have a strong reputation and are skilled at identifying bond opportunities in the secondary markets and maintain a growing presence in select primary sectors. Specifically, AAM actively participates in syndicates for municipal bonds, as well as primary markets for agency debt, structured products, preferred securities and Certificates of Deposit (CDs). Our Capital Markets Group focuses on four main fixed income areas:

- 1) Corporate Bonds, Preferred Securities, Structured Products and CDs
- 2) Mortgage-Backed Securities, Government Securities, Agency (GSE) Debt
- 3) Municipal Securities
- 4) Syndicate Debt

Portfolio Support

Advisors have access to online tools and professional analysts who can review and create custom portfolios based on specific investor objectives. AAM maintains a fully staffed team of portfolio analysts who can create individual portfolios designed to meet specific investor objectives, such as maximizing income, managing risk, tax advantaged investing and wealth preservation.

- Comprehensive portfolio reviews for new and existing holdings
 - Assistance with bids, offers, ladders and barbells
 - Index modeling, duration analysis, credit quality analysis and swaps
 - Detailed private labeled reports showing both before and after scenarios
- Build custom portfolios online using our report manager and our extensive offerings system
 - Separately Managed Account advisory and sub-advisory services

AAM has the experience, the tools and the professionals to improve your advisors' efficiency, productivity and profitability. We work closely with our partners to help solve investment challenges and capitalize on market opportunities. Contact AAM today to learn more about how we can benefit your business. Team 5 phone number 800-697-7220 Ext 5.



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