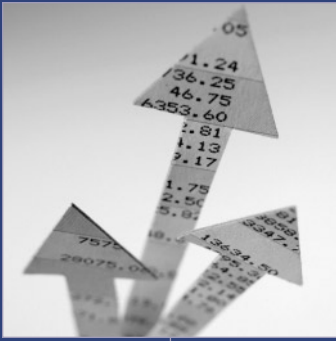




Guide to Investment
Management & Research



Making the Right Choice

When it comes to the right investment solution, you have a difficult choice to make. It means choosing an investment process that follows a plan designed to meet your investment goals while delivering results that also reduce risk. The key is to employ a personalized approach to your unique investment situation that includes: understanding your needs and objectives, determining the appropriate asset allocation strategy for you, recommending and implementing managers that are appropriate for your investment strategy, and then continuously monitoring those managers and the portfolio.

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Investment Philosophy

We aim to deliver to you an investment program that focuses on your objectives through a combination of customization, diversification, and ongoing management. This philosophy is designed to achieve long-term investment goals, and is based on five core principles: asset allocation, portfolio construction, multiple premier asset managers, tax management, and ongoing portfolio management.

Asset Allocation

We believe that a sound investment plan designed to achieve long-term objectives centers around a carefully constructed asset allocation model. The appropriate balance between stocks, bonds and cash is the most important aspect of an overall investment plan. And studies have indicated that asset allocation is the primary determinant for more than 90% of the variation in a portfolio's performance, while only a small percentage can be attributed to security selection or market timing.

Portfolio Construction

The development of a strategic mix of assets entails determining how to allocate between numerous styles and sectors (i.e. large cap value, small cap growth, corporate bonds, taxable and tax-exempt fixed income, etc.). We believe that a detailed construction of each of the allocations within a portfolio as well as diversification within each asset class is a crucial part to enhancing a portfolio's risk/return profile.

Multiple Premier Asset Managers

The informed selection and blending of asset managers can help deliver consistent and sustainable performance, thereby enhancing an investor's prospects of meeting their financial goals. As a "manager of managers", we apply a rigorous and regimented approach to identifying and hiring a select group of globally prominent managers – ones who are considered specialists in their respective disciplines. The use of these specialists allows us to effectively diversify across asset classes and helps us ensure that we provide full coverage of the markets according to the investor's targeted allocation.

Tax Management

Taxes are a critical, but often overlooked, component of the investment planning process. Not factoring in tax implications can significantly reduce your chance of meeting your financial objectives. For this reason, the investment management team pays close attention to taxes throughout the investment process. From consideration of your goals, to the selection of asset managers and the ongoing review of the portfolio's progress, we employ a special focus on tax management to help the investor enhance after-tax returns or reduce taxes.

Ongoing Portfolio Management

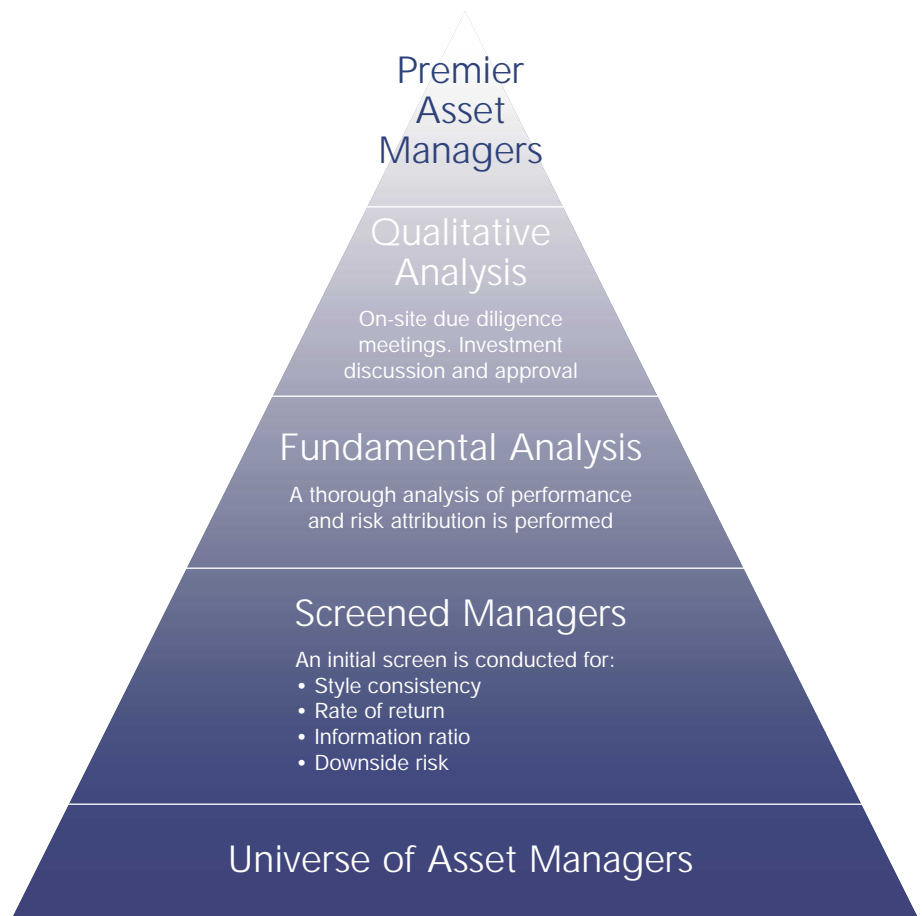
Continuous portfolio management is essential to achieving long-term investment success. No matter how well a portfolio is initially constructed, the ongoing review of a portfolio's asset allocation and the surveillance of the managers comprising the portfolio are a necessary part of ensuring that policies and strategies are being followed. To this end, we employ a multi-dimensional review process, subjecting both the overall portfolio structure and individual managers to continuous and rigorous scrutiny.



Investment Research Process

Leveraging the Expertise of Globally Prominent Asset Managers

We provide you access to top-tier asset managers across a variety of disciplines. Since each individual client has unique circumstances that govern his/her investment goals, the investment program is designed to provide breadth and depth within each style category. From a universe of more than 5,000 asset managers who offer more than 10,000 different portfolio strategies, we employ careful evaluation and due diligence to assemble a select grouping of some of the most highly regarded results-driven asset managers.



A Foundation On Which We Build Upon

In order to stay within the parameters of achieving your investment goals, we employ an ongoing due diligence process that incorporates a number of key assumptions. They include:

- Asset allocation is the primary determinant of portfolio performance.
- Active management can add value over time.
- An appropriate blending of managers in an asset allocation recommendation can add value.
- A manager's tax strategy can significantly affect performance.
- Static analytical models can produce inconsistent results as an inflexible "black box" methodology will not always fall inline with an investor's unique investment needs.

With these assumptions in mind, we employ a research and due diligence process that is thorough but straightforward. It is a multi-step approach comprised of three primary steps: 1) identification and qualification of a manager, 2) analysis of the manager's investment approach and practice and 3) ongoing monitoring of the approved manager. Through this process, we can distinguish and leverage some of the top asset managers – defined as those managers that can be expected to deliver consistent and sustainable results over various market cycles.



Investment Management Process

Customized Recommendations That Meet Your Investment Objectives

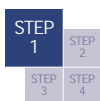
There are a number of duties that we perform to help you meet your investment management needs. Among the services offered are the following:

- Design and construction of client portfolios
- Maintenance of asset allocation models
- Advise on complex strategies
- Monitoring of portfolio progress on an ongoing basis
- Recommendation on portfolio rebalancing when deemed necessary

The Investment Management process that is used is a comprehensive iterative process made up of four primary steps:



Through these important steps, we work to design and construct portfolios that meet the unique needs of the individual client and continuously refine recommendations along the way to ensure that your overall investment plan is met.



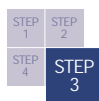
Step One: Identify Client Needs and Objectives

We profile you based on your investment time horizon, liquidity needs, desired rate of return and tolerance for risk. The result is a complete understanding of objectives and investment horizon, an understanding of tax status, an analysis of liquidity and portfolio concentration, determination of any asset class or security preferences, and an analysis of investment attitude and aversion to risk.



Step Two: Determine Asset Allocation Policy

We execute a two-step asset allocation strategy for every portfolio. First, we create a Strategic Asset Allocation to establish parameters among each asset class. Next, a Tactical Asset Allocation is created which aims to optimize the long-term return of the portfolio while keeping the risk level constant. Combined, this process delivers a detailed blueprint for the investment plan.



Step Three: Recommend and Implement Managers

Selecting asset managers wisely is critical, but it is the blending of these managers into a portfolio that maximizes return and minimizes risk that is the essence of portfolio management. This is accomplished through a thorough understanding of the unique attributes of each manager. Without this insight, the philosophy of active management is only partly achieved.

We aim to achieve this optimum blend by using the pre-determined blueprint for asset allocation and leveraging a select grouping of asset managers. These asset managers represent portfolio management strategies across asset classes and styles, and have been selected following a rigorous and ongoing due diligence process. With the resources of these asset managers available, we work to create a portfolio that creates the appropriate solution as an integrated whole rather than in parts. Managers are selected for the portfolio that blend well together and fit into the determined asset allocation strategy. After we have selected the asset managers for the portfolio, we create a fully customized, comprehensive portfolio proposal for your review.



Step Four: Continuous Portfolio and Manager Monitoring

Once the portfolio strategy has been implemented, we begin a multi-tiered review process to ensure the portfolio continues to meet its objectives. We continually monitor the chosen managers to ensure they adhere to the philosophy and investment style for which they were selected. Ongoing due diligence of the managers in the program ensures consistency and relevance. We also monitor portfolios for imbalances that arise as the market shifts to favor a style or asset class and rebalance portfolios as necessary to conform to the established asset allocation plan. However, prior to any rebalancing, we will be sure to communicate with you the changes that we feel need to be made in order to stay on track with your investment objectives.



A Process That Works

The investment management and research process is the foundation by which we provide you with portfolio results. We practice rigorous due diligence on a select group of elite asset managers who have proven and expected positive portfolio performance and we apply a comprehensive four-step investment management process that allows us to continuously update and monitor your portfolio in accordance to your investment goals and objectives. By implementing this disciplined approach, we are able to deliver customized recommendations to you that have the ability to produce results while also reducing risk.

For more information on this investment solution, please contact your financial advisor.

Investment return and principal value of an investment will fluctuate, so that an investor's shares, when redeemed, may be worth more or less than their original value. Please consult your investment advisor to determine the appropriate investment vehicle for you.