

Solutions for Investing



You have a vision of the future. Our investment solutions are customized to help you focus on achieving them.

## Successful Investing Means Personalized Solutions

Today the investment challenge for affluent individuals has become complex. Faced with mounting choice, and swifter, more volatile markets, the need to define and implement an appropriate, individual investment strategy has become a greater necessity.

Our firm offers an individual approach that meets this challenge. We create portfolio solutions that are more personal and appropriate than the typical “product” solutions offered today. We build the investment process around you – your investment objectives, your time frame and your comfort with risk. By understanding your needs, we can construct an individual investment plan that endures in different market environments.

Our unwavering commitment to integrity, objectivity, and stability allows us to offer the highest standards of service and performance and our clients feel confident knowing that their portfolios are managed by many of the best asset management firms in the nation.

### We Deliver:

- An investment process built around your unique needs
- Access to institutional asset management (specialists who provide focused asset management for many of the nation’s wealthiest individuals and leading institutions)
- Objective research and thorough due diligence on all available asset managers and mutual funds
- Timely investment communication and commentary
- Ongoing portfolio review
- Comprehensive portfolio reporting



## Building an Investment Solution for You

While institutions have followed a disciplined approach to investing, individual investors have typically been less structured about achieving their goals. Our investment approach begins with identifying each client's unique investment goals and establishing a personalized investment plan to meet them. We employ a defined process for each critical step in the investment management cycle including goal setting and risk/return profiling, asset allocation modeling, investment manager selection, ongoing monitoring and comprehensive reporting. Through this four-step process, our advisory services provide a robust solution engineered to provide long-term investment success.



## Understanding the Goal

The disciplined approach that we utilize begins not with numbers and pie charts, but with a careful assessment of your individual needs and aspirations. The profile we develop will serve as the foundation for a long-range investment strategy that is designed to suit your specific needs and preferences rather than following some prescribed and standard patterns.

We start off with the analysis of your requirements and goals. What are your basic investment objectives? What are your personal preferences with respect to risk taking and yield? How does your overall financial situation present itself? The answers to these fundamental questions provide the main building blocks for professionally managing your assets.

Once your requirements have been established, we work together with you to define an investment strategy that is tailored to your specific situation. This strategy may include separately managed accounts, actively managed mutual funds or other investment solutions. Bottom line – our objective is to discover what is most appropriate for your needs and your goals.



## The following decision factors will help us determine the investment strategy that suits you best:

**Objectives:** What rate of return do you expect? Are you looking for a regular flow of income generated, for example, by interest earnings on bonds? How are tax issues best taken into account in your investment strategy? How does the money you want to entrust to us compare with your total asset and liability position?

**Risk:** Your portfolio may be exposed to greater or lesser fluctuations depending on the strategy you choose. These market movements can occasionally produce a negative return for a given year. So it is crucial to find out what short-term or medium-term swings you can tolerate in order to achieve your investment goals. The higher the risk you are able to bear, the higher your targeted return will normally be.

**Time:** What proportion of your wealth should be invested for the short term, the medium term or the long term? The longer your time horizon, the less concerned you will need to be about price fluctuations. The greater your ability and willingness to opt for a long-term strategy, the greater is the likelihood of higher returns over the longer term.



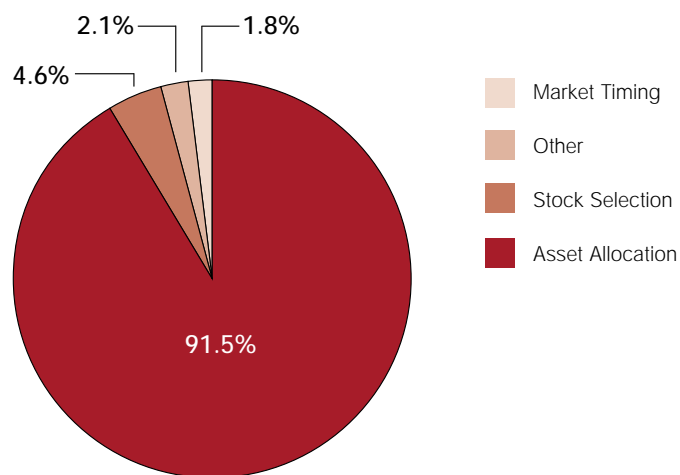
## Building the Roadmap

The next step of our process is to build the appropriate strategy based on your individual needs. The framework within which our investment process operates allows us to determine an asset allocation strategy that forms the degree of weightings that should be given to the various investment vehicles within your portfolio.

Asset allocation aligns various asset categories that make up a portfolio and is one of the most important factors in the successful implementation of any investment strategy. It helps balance potential return with the amount of risk you take and becomes the overall diagram, customized to you, that all upcoming steps in the process follow.

Spreading risk among various asset classes and investment vehicles is a classic way of increasing the security of a portfolio. The rule of thumb is that the overall risk of a portfolio is reduced as you increase the number of different securities held in different classes. Let's take for example a landmark study by Brinson, Singer and Beebower (published in 1991). The study indicates that asset allocation is the primary determinant of variations in a portfolio's performance, while only a small percentage can be attributed to security selection or market timing.

*Investors should consider diversifying their holdings and reduce risk by investing in each class (large cap, mid cap, small cap, and/or international) and in each style category (growth, value, and/or core) according to their risk profile. Each asset class and asset style is not perfectly correlated with the other, may perform differently in various economic environments and can help to reduce overall volatility of a portfolio.*



However, it is also important to avoid over-diversification, as spreading too thin dilutes the value of diversification. Furthermore, diversification should not focus solely on holdings or managers that promise above-average potential gains because the stability of returns and the balanced nature of the portfolio are equally important.



## Executing the Strategy

Once we define an asset allocation strategy, the next crucial step in our process is the careful selection and combination of the appropriate asset managers to implement your portfolio. We offer separately managed accounts and actively managed mutual fund portfolios as well as other investment options—all of which are designed to address a wide range of investment goals and preferences.

## Experience Asset Managers That Know the Markets

We utilize a carefully selected platform of asset management firms and leading fund strategies that specialize in all asset classes. Together, these asset managers concentrate on the active management and monitoring of your assets within your established guidelines. With us as your partner, you are assured that your personal investment goals are embedded in a broad network of investment capabilities and expertise.

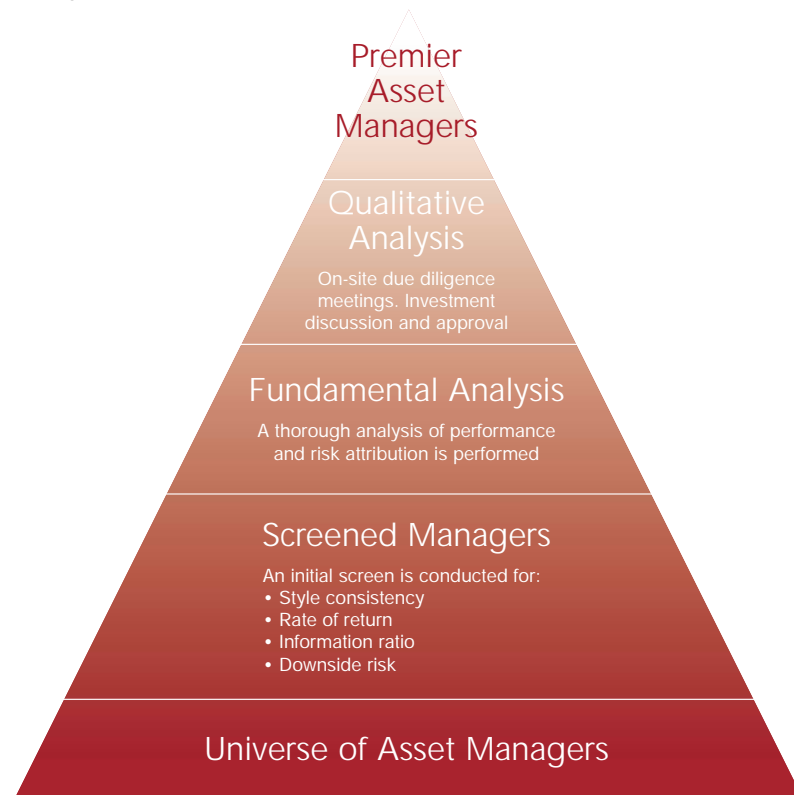
*Oftentimes, portfolio managers have personal assets invested in a given portfolio, therefore, have mutually aligned interests with the investor.*



## How Asset Managers Are Selected

We partner with experienced investment research teams who are focused on screening, selecting and monitoring the asset managers we recommend to clients. The due diligence process screens over 5000 asset management firms down to a select few who are represented in the Managed Account Solution. By delivering this process to our clients, we are able to present some of the best investment managers who specialize in a broad range of asset classes. Furthermore, the research process is completely objective – there are no imbedded conflicts of interest. The managers we present to you are the managers who are most likely to help you achieve your goals.

As illustrated below, the manager selection process begins with an investment performance evaluation of each potential manager. Managers that qualify from a performance standpoint are then examined in order to determine what process they have in place for security selection and portfolio construction. Once that evaluation is completed, a qualitative, face-to-face examination of the management firm is conducted.





## Monitoring The Portfolio

Investing in the portfolio is really only the beginning of the process. On an ongoing basis, your portfolio will be monitored to insure it remains on track to achieve the investment goals and objectives. Market conditions, contributions to your account and other factors can cause the allocation of your assets to move outside the targets set for your portfolio. When this happens, we work to reposition the portfolio back to the appropriate alignment.

Keeping a close eye on the investment managers managing your assets is also important. Our research partners monitor all managers in your portfolio on an ongoing basis to make sure they continue to meet the rigorous standards and adhere to the investment philosophies for which they were originally selected.

*An important element to the ongoing analysis of managers is the regular review of the managers' trades. Such an analysis enables us to ascertain whether the manager is remaining consistent with its style mandate, and often will highlight lines of inquiry about strategy.*



## You Can Depend on Us

Our objective is to provide you with a sound investment plan that is built around your individual investment needs. To this end, we employ an objective advice-driven process where we listen to your investment goals and then select the solutions fit to help you achieve them. Every step we take is determined by the investment strategy approved by you. And we ensure that you are regularly informed of the progress of your portfolio so that you can understand how you are tracking toward your goals.

## Let's Get in Touch

We offer a wide range of financial services and tools to help clients build and protect their wealth and would be delighted to provide you with an assessment of your personal situation. Let us show you how our integrated wealth management approach can benefit you over the long-term.

We look forward to meeting with you.

Managed accounts may not be the appropriate investment vehicle for you. Please consult your investment advisor to evaluate your financial situation. With any investment, there is the possibility that assets will depreciate.