

Investment Management Accounts

Managing an investment portfolio can often be a full-time job — and you may not have the time or the motivation to do it as well as it should be done. What's more, you instinctively understand how important it is to have an investment strategy that is tailored precisely to *your* needs and goals. Given what you know about what it takes to manage your portfolio successfully, how do you accomplish this important task without spending 24/7 on it?

You can rely on us. Our professionals offer years of successful investment experience. We can help you meet short- and long-term performance goals while staying within your risk guidelines. We'll work with you every step of the way — either behind the scenes or right out in front.

It's up to you to decide how involved you want us to be in the investment process. Whether you want a lot of help or just a little, our investment professionals will work with you to create a specialized program for managing your assets.

When You Don't Have the Time

It takes a lot of effort and dedication to choose investments and to track their performance. And not everyone has the time or the confidence to manage an investment portfolio. That's where we come in. Our professionals:

- Sit down with you and learn about your needs, your hopes, and your plans for the future
- Talk with you about your current financial situation and what it is you wish to achieve with your investments
- Determine your ability to tolerate investment risk
- Design a personalized investment plan for you

Then we'll go to work on your behalf. Our professionals can offer you a range of investment and administrative services that can free you up to concentrate on doing what *you* want to do.

When You Don't Have the Motivation

Many people have little or no interest in overseeing their investments. While they may want to retain control over certain decisions,

they prefer to leave the details to a professional manager. If that sounds like you, we can help. Our professionals:

- Make investment recommendations that you can accept or reject
- Manage the assets in your portfolio whether you're traveling or staying at home
- Work with any other advisors you might have to create a coordinated financial and investment plan that will help you reach your financial goals

When You Want Just a Little Guidance

Our professional advisors can also accommodate you if you are a "hands-on" investor who prefers to take a more proactive approach to choosing your investments. We can provide information and access to research that can help you make investment decisions. Then, if you prefer, we can simply carry out the instructions you give us.

Our professionals:

- Collect data on thousands of securities in all market sectors
- Have extensive experience analyzing how different markets react to changing economic and political conditions
- Are always available to assist clients in making sound investment decisions

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When Your Retirement Is Getting Closer

Perhaps, you — like many of our clients — have been investing for years and have built up a substantial portfolio. But you may have reached the point in your life when you want professional help with preserving the assets you've accumulated and protecting them from the dangers of inflation.

If that's the case, then our professionals can meet with you to discuss your concerns. They will:

- Bring years of experience in asset preservation to the meeting
- Recommend strategies for preserving gains and potentially delivering returns greater than the annual inflation rate

Understanding your needs is part of our dedicated effort to provide goal-directed and client-focused investing services. If asset preservation is one of your major concerns, then talking to one of our investment professionals can put you on the right path.

We Keep Track of Everything

Paperwork — there's no end to it when it comes to investments. The good news is that we can handle all the administrative and accounting tasks for you. The investment management account statements that you'll receive from us make it easy to track your progress toward your financial goals. And our statements can help simplify and streamline things for you at tax time.

Services Tailored to Your Needs

We offer different levels of service. Depending on your individual needs and preferences, we can:

- Let you make the decisions regarding investments while we perform the necessary reporting and accounting duties
- Serve as advisors, recommending various strategies that will fit your time frame, goals, and risk tolerance
- Assume full responsibility for your investment portfolio

You can have as much or as little control over investment decisions as you choose. And our services last only as long as you want them to. You can end your investment management relationship with us at any time.

Your Goals Are Our Priority

Our professionals take the time to learn about your goals and to understand your investment needs before we suggest an investment strategy. It's only when we are confident that we understand what you want to achieve with your investments that we'll explore ways to assist you. We'll work in concert with any other advisors you might have to create and implement unified strategies that can help you reach your financial and estate planning goals.

Investment decisions made by our professionals are always:

Disciplined. We identify opportunities in up and down markets and act on them quickly to keep your portfolio earning the best possible returns in all types of investing climates.

Fact-based. We do careful research before we make recommendations. We look for proven investments that fall within your risk tolerance guidelines.

Unbiased. We help you choose the securities that are right for you, based on our understanding of your needs and goals. We do not let any other factors or considerations distract us from this objective.

Performance-oriented. Your financial welfare is our primary concern. We focus our efforts on making sure our relationship with you is productive, satisfying, and built on trust.

Investing can be a complex task. Even if you have the time and knowledge to do it well, you can always benefit from professional help. Whether you are interested in the full range of services we offer or only want to take advantage of selected services, you'll find that we can adapt our approach to meet your specific needs. Let our insight and experience help make a difference in your financial future.

To order this SmartSheet for your clients and prospects, please contact:



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