

INVESTMENT PROCESS

STEP #1

Firm Introduction

- Introduce our firm, discuss our services and explain our strategy and investment process.
- Explore together your financial situation, goals, objectives, risk tolerance and investment time horizon.

STEP #2

Develop Client Profile

- Detailed assessment of your investment goals and risk tolerance.
- Review current investment plan. What do you like? What do you dislike?
- Develop some initial ideas and concepts for our mutual review.
- Discuss plan ideas with your attorney, accountant and other advisers, as directed.
- Begin portfolio modeling.

STEP #3

Establishment of Investment Policy Statement

- This is a key step that we accomplish together. This is the strategy or guideline for all of our advising work going forward.
- Review and discuss together specific strategies, allocation ideas or securities you would like incorporated.
- Portfolio modeling continues.

STEP #4

Develop and Approve Asset Allocation Plan

- Client approves initial asset allocation plan.
- Portfolio modeling continues.
- Initial investment recommendations are finalized.
- Security selection planning begins.

CLIENT

STEP #6

Ongoing Investment Management

- Discretionary Investment Management and Supervision.
- Regular and continuous monitoring of your account.
- Detailed review of account to occur on monthly basis or as required by market conditions.
- Tactical Asset Allocation Adjustments, as required.
- Regular updating of your financial situation, goals, objective, risk tolerance and investment time horizon. How do any changes impact your investment plan?
- Review with client and accountant year-end capital gains posture and take action, as directed.
- Schedule face-to-face client meetings, as directed, on regular basis.

STEP #5

Portfolio Construction

- Portfolio modeling is completed.
- Schedule to provide optimum timing of security purchases is formulated.
- Strategic fine tuning of plan occurs.
- Security selection plan is finalized and implemented.
- Initial Tactical Asset Allocation adjustments are made.