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“Don’t forget until too late that the business of life is not business, but living.”

—B.C. Forbes, early 20th-century American publisher, founder of *Forbes* magazine

Wealth Management Services

Our Comprehensive Services for Individuals, Families and Organizations Include:

- Institutional Investment Management
- Alternative Investment Strategies
- Retirement Planning
- Estate Planning Strategies²
- Education Planning
- Insurance Planning¹
- Trust and Foundation Consulting and Management
- Closely Held Business — Strategic and Transition Consulting
- Concentrated Position Consulting
- Retirement Benefits Consulting
- Liability Management
- Access to Investment Banking Services

Annual Investment Plans and Investment Review

- Investment and Estate Plans are reviewed and updated
- Plan documents, profiles and data are reviewed and updated
- Individual manager and overall investment performance are measured and compared to both the indexes and the goals of your plan
- Recommendations from attorneys, accountants or other financial providers are incorporated into your plan
- Annual summary of gains or losses

Quarterly Performance Review

- Manager and Portfolio performance is reviewed
- Quarterly performance reports and asset allocations are mailed to each client
- Any changes or updates to your current situation are discussed

Contact Frequency

- Tailored to each client’s individual needs and preferences

Annual “Accountant-Ready” Tax Packages²

- 1099s are prepared and compiled with a summary and details of any gains or losses taken during the year
- 1099s are downloadable and e-mail-ready for your CPA, reducing your accountant’s tax preparation workload

Year-End Capital-Gains Tax Adjustments²

- We attempt to minimize your annual capital-gains taxes — both within your portfolio and from other investments — by realizing necessary losses (if any) at the end of each year to offset any realized gains
- We coordinate this effort with you and your accountant so that all of your investments are working in tandem

Private Banking³

- No Account Fees
- FDIC Insured Money Market
- Institutional Money Markets Offered
- Check Writing, Debit and Credit Card
- Fed-Wire Funds Service
- FDIC-Insured CDs
- Home Mortgages³
- Equipment Leasing⁵
- Aircraft Financing⁵
- 1031 Exchange Consulting⁴

¹ Insurance products are offered through nonbank insurance agency affiliates of Wells Fargo & Company and are underwritten by unaffiliated insurance companies. Wells Fargo Advisors, LLC is a separate non-bank affiliate of Wells Fargo & Company.

² Wells Fargo Advisors is not a tax or legal advisor.

³ Lending and other banking services available through the Banking Services Group of Wells Fargo Advisors are offered by banking and non-banking affiliates of Wells Fargo & Company, including, but not limited to Wells Fargo Home Mortgage, a division of Wells Fargo Bank, N.A.; Wells Fargo Home Equity Group, a division of Wells Fargo Bank, N.A.; Wachovia Bank, National Association; Wachovia Bank of Delaware, National Association; or Wells Fargo Advisors Financial Services, Inc. All loans and lines of credit are subject to credit approval, verification and collateral evaluation. Products are not available in all states. Certain restrictions apply. Programs, rates, terms and conditions are subject to change without notice. Contact one of our Financial Advisors for details. Wachovia Bank N. A. and Wells Fargo Bank of Delaware, N. A., until March 20, 2010; Wells Fargo Bank, N.A. effective March 20, 2010. [keep equal housing icon]

⁴ 1031 Like Kind Exchanges available through Wachovia Exchange Services are offered through Wachovia Bank, National Association, a separate affiliate of Wells Fargo Advisors, LLC and subsidiary of Wells Fargo & Company. Wachovia Bank N.A., until March 20, 2010; Wells Fargo Bank, N. A. effective March 20, 2010.

⁵ Wachovia Equipment Finance offers aircraft and equipment financing through Wachovia Financial Services, Inc., a subsidiary of Wachovia Bank, N.A. Wachovia Bank N.A., until March 20, 2010; Wells Fargo Bank, N. A. effective March 20, 2010.

Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value