
DISTINCTIVE GUIDANCE

FOR SIGNIFICANT WEALTH



PUTTING YOUR WEALTH TO WORK FOR YOU

Our purpose is to deliver exceptional financial guidance and personalized service as we work together to build and preserve your wealth. We can help you create a strategy for passing on a lasting heritage to loved ones or meaningful charities and empower you to pursue your life's aspirations.

Our firm is positioned to cater to your distinct financial needs. As your trusted financial advocate, we provide objective investment guidance and financial planning to help you manage your wealth over your lifetime and beyond.

With significant wealth comes great opportunity, as well as an increasing complexity of choice—especially with respect to whom you entrust to share your financial and personal aspirations. While maintaining and growing your assets is critical, equally important is developing a strategy for leaving behind a legacy, and having the freedom to pursue what's most important to you.

STRATEGIC COLLABORATION AND PERSONALIZED SUPPORT

Our expectation is the same as yours—to be there for you when you need us.

Our firm specializes in creating tailored strategies that address complex wealth management issues, such as potential tax implications, so you can effectively control the destination and purpose of your wealth. We anticipate issues proactively, strategize for best results, and, above all, are ever present and committed to your success.

Exceptional Service and Communication

Our service to you is of utmost importance, and at the heart of that is a dedicated communication model. We adapt our approach based solely on your preference, with an emphasis on fostering a trusted relationship that encourages an open exchange of ideas and shared concerns. Most important, we're available whenever you want to discuss your ongoing portfolio performance, and we proactively reach out to you when we identify opportunities to help grow and preserve your wealths.

Engaging Our Team

Today's market complexity and volatility demand specialized attention, with a holistic approach to wealth management. We provide the intellectual capital and resources needed to offer a truly dynamic approach to your investment objectives. In concert with our experienced staff, we can engage a network of trusted professionals—such as accounting, legal, real estate, and insurance professionals—to support all facets of your wealth management needs. We can also partner with existing experts whom you have come to know and trust.

WORKING WITH OUR FIRM

- **Objective guidance.** We have no proprietary investment products to sell, no investment banking relationships to promote, nor any other business conflicts to get in the way of providing recommendations.
- **Innovative strategies.** We have an understanding of the myriad of opportunities available to you, as well as the complex challenges you face, and are free to recommend only those strategies we believe align with your future goals and aspirations.
- **Philanthropic support.** As a client of ours, you benefit from our wide range of resources to help distribute your wealth to your favorite charities and endowments.



OUR APPROACH

Our process starts with gaining a deep understanding of your values and unique perspective on finances. We make it our goal to anticipate your needs, taking proactive steps to make timely recommendations that hold true to your best interests.

Once we have insight into your distinct financial situation, we begin to design a highly customized, integrated wealth management solution. When creating your personalized plan, we use strategies based on key principles, such as the importance of prudent diversification and the central role of asset allocation in managing risk. Our experienced team is skilled in addressing the unique complexities and concerns that affluent individuals face and, having managed assets through a wide range of market cycles, understands the importance of adopting a long-term perspective and maintaining a consistent approach.

Implementation of your wealth management strategy is the final step in the initial process, but only the beginning of our ongoing commitment to you. Continued collaboration with you and your trusted professionals ensures we continue to support your investment objectives. As markets fluctuate and objectives change, we make ongoing tactical adjustments as needed, consistently strategizing to ensure your plan complements your changing life priorities.

There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio. Diversification and asset allocation do not protect against market risk.

There is no assurance that these techniques are suitable for all investors or will yield positive outcomes.

OUR INDEPENDENCE, YOUR ADVANTAGE

Our independence means we can provide you with objective financial guidance—allowing us to act in your best interests at all times.

As an independent firm, we have the flexibility to offer you access to a wide range of non-proprietary products and services—without the obligation to sell any particular investment or brand—keeping our focus solely on your wealth management and legacy objectives.

Additionally, we're supported by the resources of LPL Financial, the nation's largest independent broker/dealer.* Providing service to \$509.4 billion in advisory and brokerage assets,** LPL provides the technology and breadth of services to support sophisticated wealth management solutions.

LPL is a leading source of objective advice for accumulating and managing personal wealth. The LPL Research team is one of the largest and most experienced research groups among independent brokerage firms, comprised of seasoned and accomplished industry veterans.

Securities Investor Protection Corporation (SIPC) Insurance applies in the event that an SIPC member firm fails financially and is unable to meet obligations to securities clients, but it does not protect against losses from the rise and fall in the market value of investments. LPL's SIPC membership provides account protection up to a maximum of \$500,000 per customer, of which \$250,000 may be claims for cash. Additionally, through London Insurers, LPL accounts have additional securities protection to cover the net equity of customer accounts up to an overall aggregate firm limit of \$542 million, subject to conditions and limitations.

As your financial advocate, we leverage these valuable resources to prepare and deliver our best investment ideas designed exclusively to support your financial and personal aspirations.

OUR SERVICE INCLUDES

- Comprehensive financial planning
- Advanced estate planning
- Investment consulting
- Advanced portfolio and investment analytics
- Tax-sensitive investing
- Alternative investments
- Trust services
- Single-stock risk management
- Executive compensation arrangements
- Business exit planning
- Financial windfall planning
- Insurance planning
- Foundation and endowment guidance

*As reported by *Financial Planning* magazine, June 1996–2017, based on total revenue.

**Based on publically filed information as of June 30, 2017

An explanatory brochure of SIPC coverage is available at www.sipc.org.



To the extent you are receiving investment advice from a separately registered independent investment advisor, please note that LPL Financial is not an affiliate of and makes no representation with respect to such entity.

Not FDIC or NCUA Insured	NCUSIF Insured	No Bank or Credit Union Guarantee	May Lose Value
Not Guaranteed by any Government Agency		Not a Bank/Credit Union Deposit	

LPL Financial Representatives offer access to Trust Services through The Private Trust Company N.A., an affiliate of LPL Financial.