Wealth Management

Client Relationship Management

- Holistic wealth management
- Client financial profile
- Timely reporting
- Ongoing communication

Investment Management

- Risk evaluation
- Asset allocation
- Cost assessment
- Tax optimization
- IPS
- Portfolio analysis

Advanced Strategies

- Business Valuations
- Tax Compliance Reasonable Compensation Analysis
- Comprehensive Financial Planning
- Business Consulting Services
- Wealth Transfer
- Wealth Protection
- Charitable Planning
- Trust Service
- Irrevocable Life Insurance Trust
- Long-term Care Planning

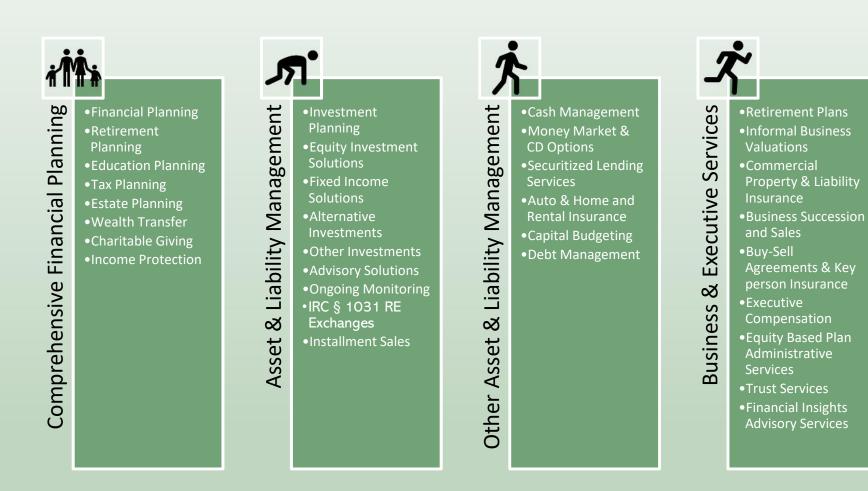
Business & Executive Services

- Group 529 College Plans
- •401(k) Design & Management
- Defined Benefit Plan Design & Management
- Deferred Compensation <u>Strategies</u>
- •ESOP's
- •Executive Bonus Plans
- Buy/Sell Funding
- Key Employee Life Insurance Coverage
- Group & Individual Disability Protection
- •Group & Individual Long-Term Care

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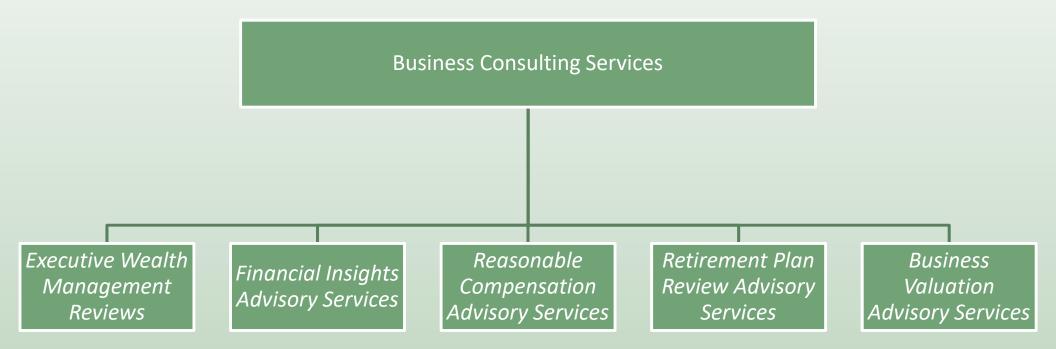
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Ask us about our Wealth Management Services



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Business Consulting Services – Key Benefits

Executive Wealth Management Reviews

- •Increase Key-Employee Loyalty
- •Improve Key-Employee Job Satisfaction
- Provide Low Cost
 Approach To Executive
 Fringe Benefit
- •Increase Employee Wealth Transfer Opportunities
- Minimize Wealth Lost Due To Taxes
- Improve Employee Wealth Accumulation
 Opportunities

Financial Insights Advisory Services

- Increase BusinessOperations Insight
- •Improve Understanding of Financial Information
- Turn Financial Statements Into Understandable Language
- Greater Understanding of Business Operations
- Benchmark Business To Industry
- Establish Baseline for Financial Performance
- •30 Plus Key Performance Indicators

Reasonable Compensation Advisory Services

- Establish & Document
 Reasonable Compensation
- Baseline Shareholder-Employee Compensation
- Avoid IRS Audit Tax Increases
- Avoid IRS Penalties and Interest
- Defend IRS Reasonable Compensation Challenges
- •Improve Understanding of Reasonable Compensation

Retirement Plan Review Advisory Services

- Improve Performance and Design of Plan
- Lower Total Fees paid by Sponsor or Plan Participants
- Document Fiduciary Responsibilities
- Design and Fee Benchmarking
- •Improved Owner & Business Tax Benefits
- Increase Deferred Compensation to Owners
- Improved Reporting & Administration of Plan
- Avoid Audit Red Flags
- Improve and Document
 Fiduciary Responsibility

Business Valuation Advisory Services

- Provide Peace of Mind
- Eliminate Uncertainty of Company Worth
- Resolve Disputes Between Partner Interests
- Establish Fair Market Value of Business
- •Identify Additional Sources of Personal Income
- Maximize Value of Your Business
- Strengthen Working Capital Negotiation
- Establish Liquidity Needs of Business & Owners
- Identify Key Commercial & Executive Insurance Risks

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Our retirement plans, deferred compensation plans, group insurance and administration services makes us uniquely qualified to bring you the best strategies to solve your employee benefit needs

Defined Contribution Plans Ask us how to Ask us how we Group 529 plans, **Defined Benefit** improve your can improve your disability plans, LTC Plans plans fiduciary existing plan service Request our requirements Retirement Plan design and fee benchmark **Equity Based Plan Employee Stock** Ownership Plans **Administrative** services today (ESOPs) Services We guarantee Nonqualified your total fees to Deferred **Compensation Plans** decrease annually

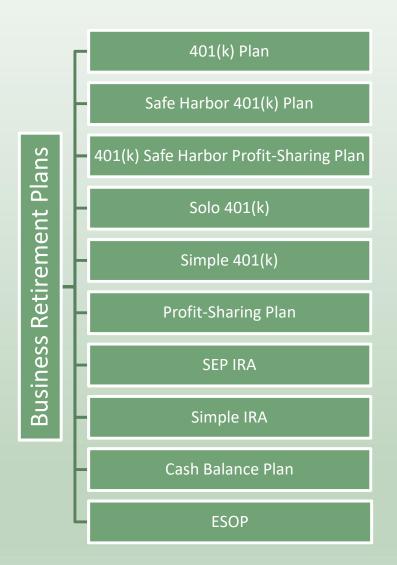
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Which Retirement Plan is Right for Your Business?

See our 14-point retirement plan service capabilities.





With multiple variations in plan design, each plan can be customized to lower costs, meet your funding needs, improve tax benefits, improve participant communication and provide improved plan administration flexibility.

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