



Investment Services

We Provide Three Types of Services:

1. Comprehensive Portfolio Reviews
2. Tactical Asset Allocation Monitoring
3. Management of your Investments

Comparing Investment Assistance Services

1. Comprehensive Portfolio Reviews

Most people want a second opinion on their investment choices. This can be accomplished by undertaking a Comprehensive Portfolio Review. We recommend you consider undertaking such a review every 4-6 years, and certainly when you are within 5 years of financing college or retirement. Reviews focus on establishing an appropriate asset allocation, investment strategies, costs, performance, and sustainability. We try and build on what you have accomplished and make specific recommendations that will improve your portfolio using investment options available where your accounts are held. This includes reviewing your investments and investment options in the retirement plan of your current employer as well as reviewing investments still held in plans held by former employers.

2. Tactical Asset Allocation Monitoring

For those who want us to help them over the course of the business cycle we provide an ongoing service of looking over your shoulder. We review all of your holdings – regardless of where they are held. This enables you to take advantage of the fact that over the course of the business cycle, there will be asset classes that we consider priced relatively high or priced relatively low. By using a portion of your holdings to take advantage of this information can result in either higher returns with the same amount of risk or similar returns with less risk than a “market neutral” asset allocation. In addition, we will assist you with your investment choices at work each time your employers’ investment options change or if you change employers. Tactical asset allocation monitoring is a fixed-fee monthly service, charged on a quarterly basis.

3. Management of your Investments

We do manage investments. There are no minimums; however, we require that we have discretion to make the necessary changes consistent with your Investment Policy Statement. Like all of our services, the price is based on the expected time it will take to properly manage your investments over the course of the year. The price is fixed for the year and charged quarterly.

Project Based Fees

- We do not accept commissions or referral fees.
- We do not require that we manage your investments.
- Our “fee,” regardless of the service, is based on the expected amount of time it will take to properly meet the objectives of the project.

Most “fee-only” investment advisors charge a “fee” based on the value of your investments that they are managing. This is the industry standard. It is simple to communicate, easy to understand, and easy to administer. The fee (often 1 percent) is imposed on the client’s holdings every month and withdrawn directly from your account. We have heard advisors say that by charging this way, their interests are aligned with yours, since they earn more as your account balances increase.

It is our view that two clients with the same objectives, the same type and number of holdings, allocated in the same proportions, should be charged the same, regardless of whether the value of their accounts is \$1,000,000 or \$100,000.

Custodial Services

We currently maintain custodial accounts at Shareholder Service Group, a division of Pershing that is only available to Registered Investment Advisors, and Scottrade, which is a low cost discount broker modeled after Charles Schwab Investment Services.

A Special Offer to Scottrade Customers

In addition to our custodial account we have a “View Only” account at Scottrade. We can’t execute trades on your behalf through the “View Only” account but by linking your account to ours you will have access to lower cost institutional class shares of mutual funds. There is no charge for this and you do not need to be enrolled in any of our ongoing services to take advantage of this opportunity.

Our Investment Philosophy

We believe a well-diversified portfolio can be designed using stocks and bonds, actively managed mutual funds, passive index funds, exchange traded funds, or combinations of all of the above.

It is our belief that 1) discipline; 2) asset allocation; and 3) management fees are the three most important factors in mitigating “bad luck”, minimizing risk, and maximizing investment returns. We also believe that while staying true to a strategic asset allocation is essential, risk can be lowered relative to those returns by using a portion of your holdings to make tactical asset allocations. However, we also respect the fact that there is more than one way to go about making investment decisions. In this regard, as long as your investments are well diversified, we will make specific investment recommendations consistent with your investment beliefs, not ours.