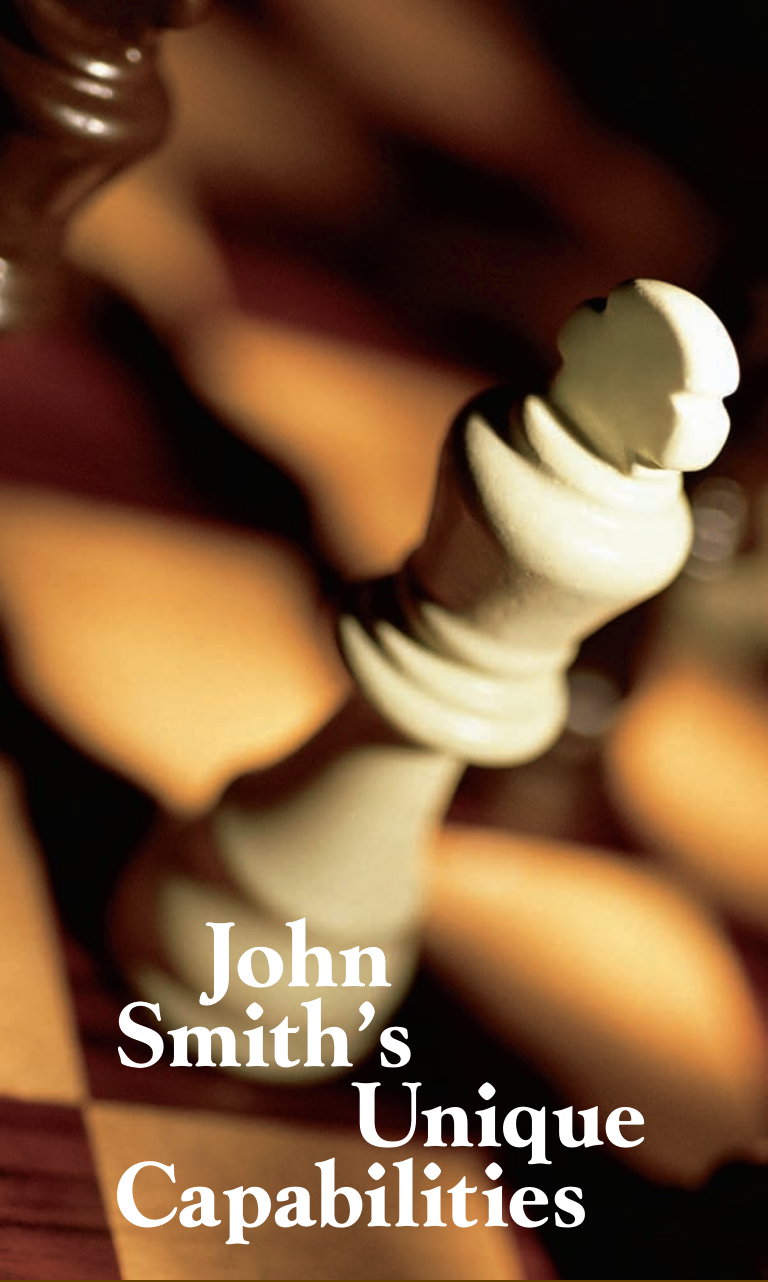

John Smith's Unique Capabilities

John Smith

Vice President

Your Logo Here

John's Focus

As a financial advisor, John helps clients set a clear and realistic path toward meeting their goals while optimizing their investments. He commits to providing clients with solid investment advice and uncompromising service. All types of investors rely on him for investment management discipline and knowledge, and to help them achieve strategic investment goals.

John believes this approach is enhanced by his alliance with his broker/dealer. His broker/dealer's long-standing presence in research means they know the global investment management industry, money managers, strategies, and global markets. From this research, they develop an investment process that has valuable advantages for investors.

John's personalized service, combined with the extensive resources of his broker/dealer, provide you with a complete package to build a comprehensive investment plan. Through his broker/dealer, he offers you access to institutional money management firms worldwide and additional risk control, both embedded within a well-diversified, sophisticated investment approach.

John's Services

To give you a better idea of how John can help you, here is a summary of his financial services:

- **Retirement planning.** If you are close to retirement, or just want to plan ahead, he can help you create a retirement plan. John looks at your current assets and desires for retirement, then develops an investment program to help you attain the retirement goal you have set.
- **College education planning.** If you have children or grandchildren for whom you would like to provide a college education, he can help you plan to make that possible. John can project what college expenses will be when your child is entering college, and then work with you to create an investment plan to help you meet those expenses at that time.
- **Asset allocation assistance.** He can help you determine the appropriate asset allocation for your portfolio, given your risk tolerance, goals, and investment time frame.
- **Investment portfolio review.** John will meet with you at least annually to review your portfolio's performance, discuss necessary changes, and answer any questions you may have. Although he does this at least once a year, clients are welcome to make an appointment any time they have issues they would like to discuss.
- **Financial education.** John feels that part of his job is to educate you on financial topics that are of importance to you. That's why he sends out newsletters, conducts seminars, calls you occasionally, or sends out e-mails.

John's Commitment

Although the financial services industry is subject to constant change, the principles on which we were founded have remained steadfast.

We have remained committed to the simple tenet that the best interests of our clients must take precedence in all decisions. From data gathering, to analysis, to recommendations, the guiding principle has been to make sure that the client has a clear picture of what is needed, why it is needed, and how their decisions will affect their financial picture.

Giving the client choices and alternatives when providing strategies to help meet their financial needs has been another important factor in our commitment to excellence. A commitment to provide ongoing quality service has been the cornerstone in our business operations. Annual reviews, our newsletter, and frequent personal contact help our clients to know where they stand with their financial goals and objectives. But the most important ingredient in our success has been the confidence and loyalty of quality clients.

Feel free to call John at 212-222-6666 to discuss any of your financial needs.

John Smith
Vice President

John has been a Vice President at Your Company since 1990. Prior to that, he worked in the financial services industry for over 10 years at various brokerage firms. His responsibilities at Your Company include making asset allocation decisions for clients' portfolios and structuring overall financial plans for clients.

John received his BBA in accounting from Your State University in 1975 and his master's degree in marketing from the University of State in 1978.

John, his wife, Amanda, and their two sons, Jeffrey and Joseph, reside in Anytown. John is active in his community as a board member of the local Financial Planning Association. In his free time, John enjoys golfing, traveling, and spending time with his family. John also coaches his sons' baseball and basketball teams.

John believes that his ability to provide you with quality financial planning advice and services is dependent on developing strong, trusting relationships. That is why he focuses so much time on education: educating himself regarding your situation and then educating you on the various alternatives available for your situation. John is committed to providing you with up-to-date financial planning strategies and products.

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