



Financial services designed to help
make your client's money last

MorganStanley
SmithBarney

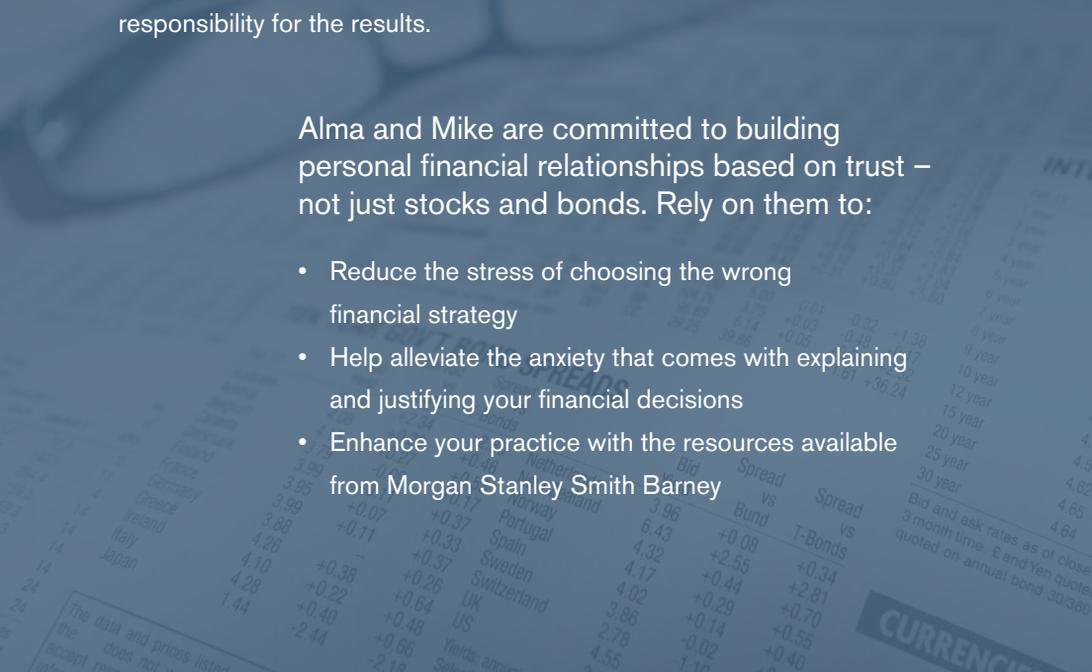


The stress of choosing financial strategies for your clients can be overwhelming.

Alma Guimarin and Mike Ross are professional financial advisors with the experience to give investment advice and the courage to accept fiduciary responsibility for the results.

Alma and Mike are committed to building personal financial relationships based on trust – not just stocks and bonds. Rely on them to:

- Reduce the stress of choosing the wrong financial strategy
- Help alleviate the anxiety that comes with explaining and justifying your financial decisions
- Enhance your practice with the resources available from Morgan Stanley Smith Barney



Your clients place their trust in you

They expect you to make their money last. This is one of the heaviest responsibilities a professional fiduciary can shoulder. Your success and your client's quality of life depend on your good financial judgment. You want the best for your clients. So do we. So choose a financial advisor who has a solid track record.

There's never enough time

Managing living arrangements for your client, overseeing their health care, paying their bills, keeping records and negotiating with family members is time consuming. We can help you by managing portfolios, providing investment advice, and much more.

Every family member has an opinion

Finances are often the biggest cause of family disagreements. That's why the first thing we'll do for you is review your approved investment policy statement. Then we'll explain in detail the various income styles to achieve growth, income, or both. We'll bring up things that you might not think of – for example, the capital gains tax that could result from certain stock sales. And provide easy-to-understand reports that show exactly where your client's money is going and what is being done to protect their assets.

Investing is more complex than ever

Read the news and it's obvious how easy it is to make poor investments or choose the wrong financial advisor. It's even more difficult to make good decisions when you're required to provide an income stream to multiple beneficiaries using assets you took over – not assets you chose for the situation. When you give us discretionary authority, we assume fiduciary responsibility for investments we make on your behalf.

We help you help clients

We understand your responsibilities and have staff members who focus on trusts and asset management. And while we care as deeply about your clients as you do, we're a neutral third party to family members who may have differing opinions about the allocation of financial resources. All told, we're an objective, responsive group of advisors dedicated to making your client's money last.



Five advantages of portfolio management

Manage Risk

Selecting the asset mix for risk tolerance, long-term objectives and time horizon is challenging. That's why we offer a portfolio management (PM) platform that helps to identify and construct suitable investment strategies. We can meet directly with your clients so that they can tell us first-hand what they expect us to achieve. Driven by beneficiary needs and individual trust constraints, we create an asset allocation template complete with any required security restrictions and taxable income requirements. We then manage the portfolio to these constraints on a day-to-day basis and shift portfolio goals based upon trustee-driven beneficiary needs.

Save Time

In the PM platform, we work with you to design a particular strategy for a specific trust or series of trusts. You can choose to give us discretionary authority to execute and act on the mandate without having to secure approvals for every action. This saves you time and enables us to leverage potential opportunities on your behalf to seek optimum results.

Flexibility

Armed with extensive institutional research from Morgan Stanley Smith Barney and other sources, we try to build portfolios to meet specific needs. Depending on the tax situation of the trust, you may want to have tax-free income generated in a portfolio, or may want to change this requirement over time. The flexibility of the PM platform makes it easy for us to make changes, for example – use municipal bonds in some situations and US government agency bonds in others.

Manage Risk

Save Time

Flexibility

Transparency

Convenience

Transparency

As part of the PM platform, we normally arrange for a percentage discount that allows the overall asset-based fee to decline as more assets are added. These are the only fees charged to the account. As asset size increases, so do the discounts. You and your client's trustees can review all fees and activities on our comprehensive monthly statements.



Convenience

In non-ERISA accounts, the base liquid account is bank-deposit-based. This allows all tax identification numbers within a trustee relationship to have up to \$750,000 in FDIC guarantees for cash holdings. In addition to cost structure advantages, the PM platform enables you to access funds from the accounts in a variety of ways. For example, in addition to offering check writing, with checks cut within most of Morgan Stanley Smith Barney branches, the PM platform offers overnight automatic fund transfers, as well as immediate federal funds wires.

FDIC insurance covers \$100,000 (\$250,000 for certain retirement accounts) principal and accrued interest combined, per depositor, per institution, for all deposits held in the same insurable capacity. Through December 31, 2013, FDIC insurance has been increased to \$250,000 for all ownership categories, principal and interest combined, per depositor, per institution, for all deposits held in each insurable capacity. Insurance coverage will revert to the \$100,000 limit on January 1, 2014, except for IRAs and certain self-directed retirement accounts which will remain at \$250,000.



Alma Guimarin,
CFP®, CIMA®

Senior Vice President – Wealth Management, Senior Investment Management Consultant, Senior Portfolio Manager

Alma Guimarin and her team bring an expansive view and enduring passion to the financial services they provide for professional fiduciaries. As a Certified Financial Planner (CFP®), Certified Investment Management Analyst (CIMA®), Chartered Retirement Plan Specialist (CRPS®), and with 22 years experience as a financial advisor, Alma can provide a wide range of services. Alma studied Economics at Syracuse University and graduated cum laude, and with honors. She is a member of the Investment Management Consultant Association, the Association of Professional Investment Consultants, the Forum for Women Entrepreneurs & Executives (FWE&E), and was named a 2008 Woman of Influence by the *Silicon Valley/San Jose Business Journal* based on her demonstrated leadership and dedication to the community.



Michael P. Ross

Senior Vice President – Wealth Management, Senior Investment Management Consultant, Senior Portfolio Management Director

Michael Ross joined Smith Barney in 1987, earned his Certified Investment Management Analyst™ designation from the Wharton School of Business. Michael's passion for his profession spurred him to cofound the Portfolio Management Institute, of which he is a past president. Michael traces his winning attitude back to the U.S. Air Force, where he was a captain. He holds a B.S. degree from the U.S. Air Force Academy, Colorado Springs, Colorado, and an M.A. from State University of New York. In 2009, Michael received the Bill Eager Award for Portfolio Manager of the Year from the Portfolio Management Institute for his commitment to the client and passion for the markets.

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