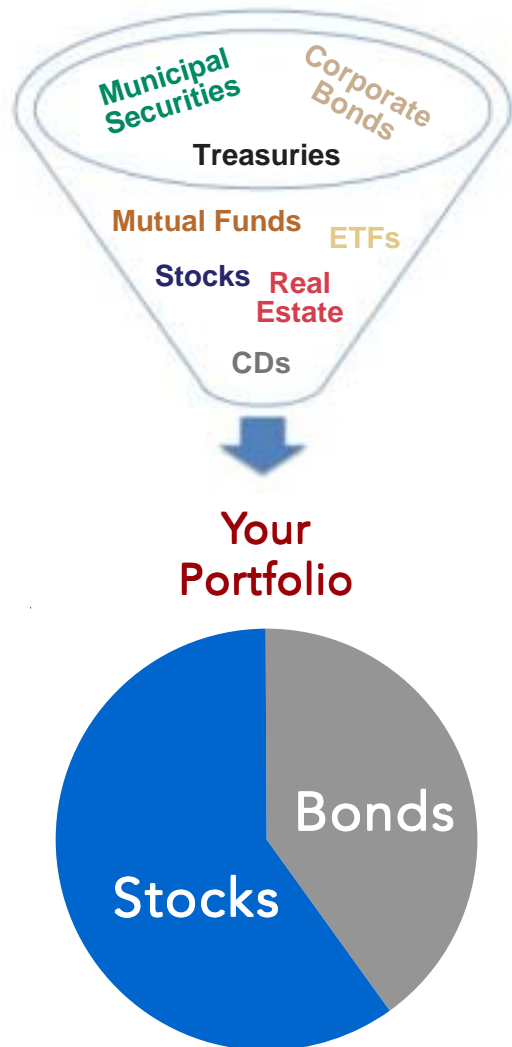


There are Literally Thousands of Securities Available to Investors



It helps to know what you are looking for:

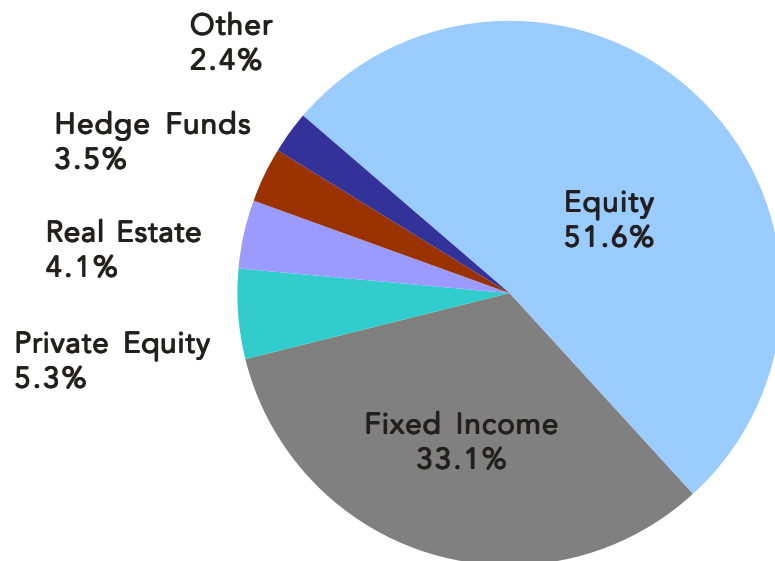
- 👉 We recommend diversified participation in the capital markets.
- 👉 Bonds can provide stability to a portfolio, while stocks help meet longer-term objectives of growing portfolio values over time to protect against inflation.
- 👉 We can tailor your portfolio to suit individual preferences, cash needs and estate plans.



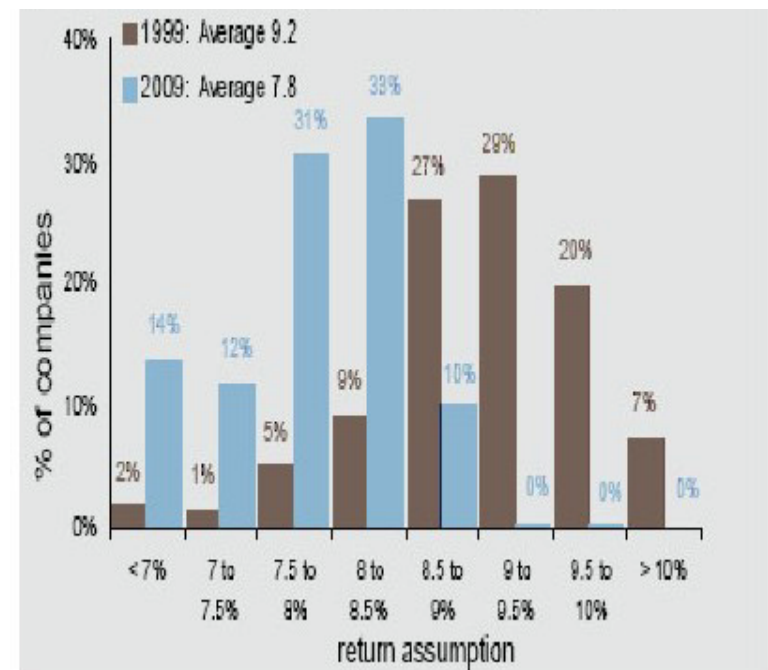
What Do Professional Investors Expect from Their Portfolios?

Managers of pension plan assets are planning to earn roughly **8 percent** per year on their balanced portfolios.

Average Asset Allocation
For Corporate Defined Benefit Plans (2008)



Pension Return Assumptions (2009)



Source: Compustat/FactSet, Greenwich-Associates, J.P. Morgan Asset Management. Asset Allocation chart as of 12/31/08. Fixed income includes cash. Pension Return Assumptions data based on all available data from S&P 500 Index companies as of 12/31/09.



Emotions Can Interfere with Your Investment Plan

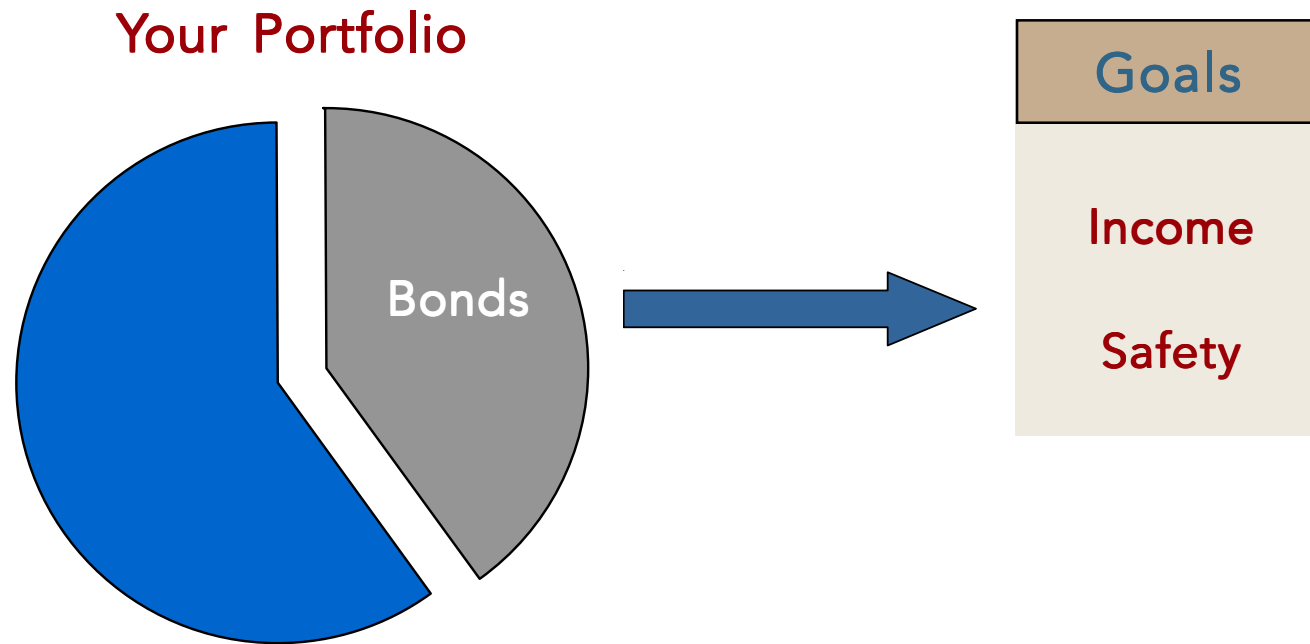
Data is easy. Judgment is hard.

Time "That Monster Deficit"	Time "America's Banks Awash in Troubles"	Time "High Tech Wall St: Is It Good For America?"	Time "The Selling Of America"	Time "The Crash"	Forbes "Picking Up The Pieces: 1929 or 1962?"
Mar 5, 1984 Dow: 1,165	Dec 3, 1984 Dow: 1,182	Nov 10, 1986 Dow: 1,892	Sept 14, 1987 Dow: 2,613	Nov 2, 1987 Dow: 2,014	Nov 16, 1987 Dow: 1,949
Fortune "How To Prevent a New Depression"	Time "High Anxiety"	Time "Can America Still Compete?"	Time "The Recession: How Bad Is It"	Time "The Economy: Is There A Light At The End of the Tunnel"	Business Week "Economic Anxiety"
Nov 23, 1987 Dow: 1,923	Oct 15, 1990 Dow: 2,430	Oct 29, 1990 Dow: 2,581	Jan 13, 1992 Dow: 3,199	Sept 28, 1992 Dow: 3,250	Mar 11, 1996 Dow: 5,581

Today's abundance of information can be confusing to investors, causing unnecessary trading activity and magnifying the emotions of "fear" and "greed" that can interfere with long term plans.



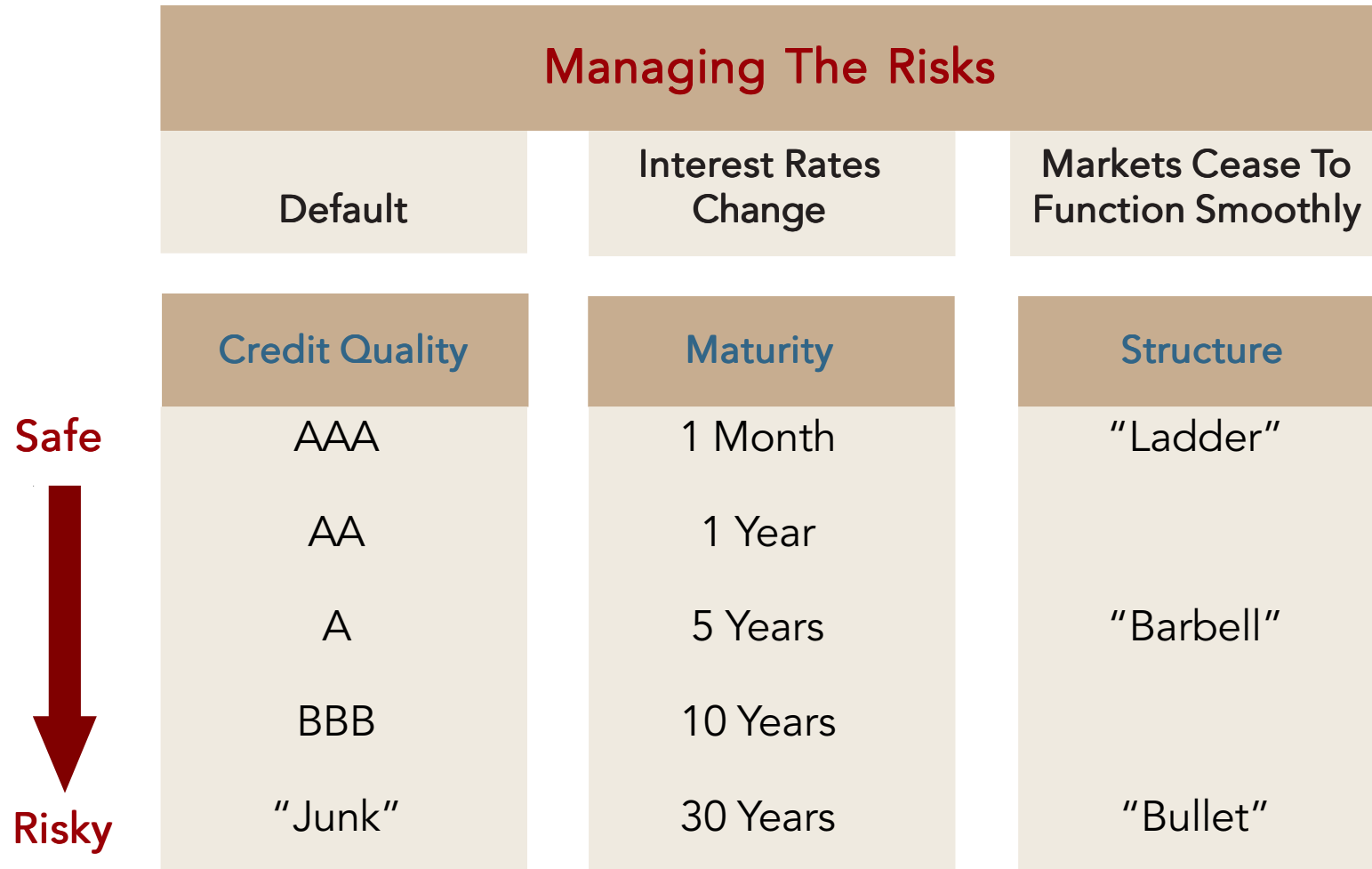
Finding Comfort in the Bond Portion of Your Portfolio



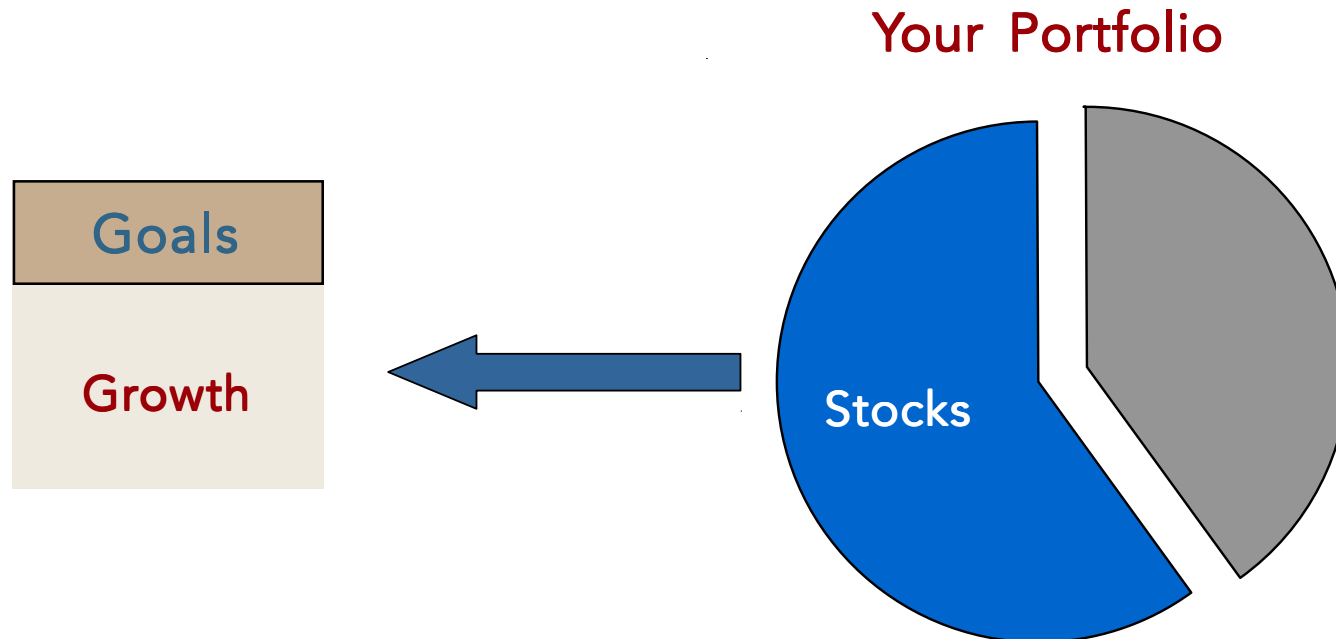
Our fixed income strategy employs high credit quality securities of short and intermediate duration to help protect against the primary risks in the bond market.



Finding Comfort in the Bond Portion of Your Portfolio



Pursuing Growth with the Stock Portion of Your Portfolio



In addition to core stock positions, we believe most investors are well-served to participate in such areas as small capitalization stocks, international stocks, real estate and emerging markets.



Pursuing Growth with the Stock Portion of Your Portfolio

It may feel like this:

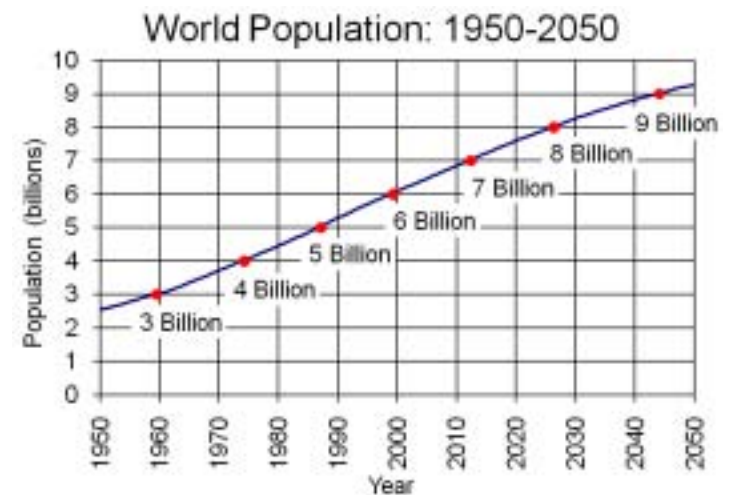
"Everything that can be invented has been invented."

-Charles H. Duell, Commissioner, U.S. Office of Patents, 1899

But, then:

"Fewer than 100 of the companies in today's S&P 500 Index were around in 1957."

-Wall Street Journal, August 21, 2010

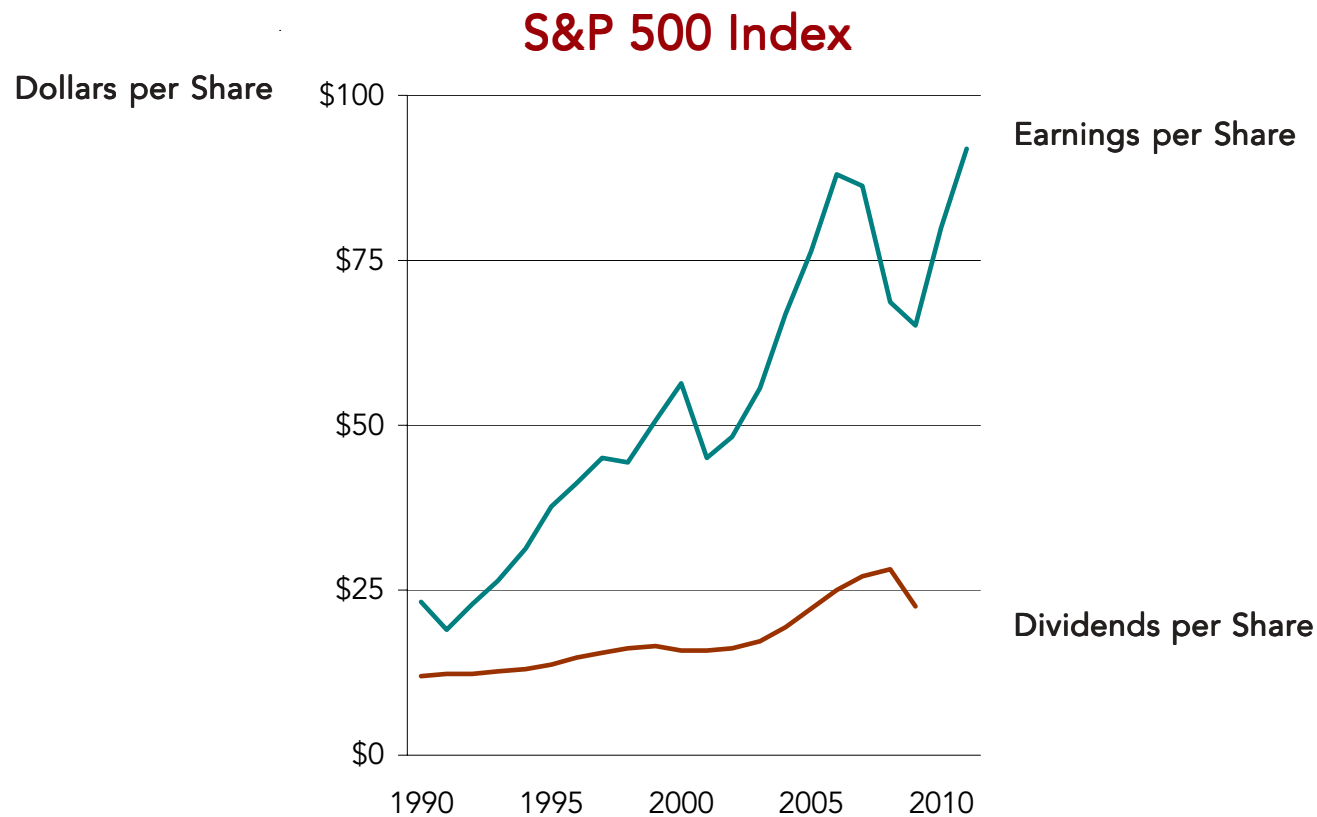


The economy keeps reinventing itself, creating opportunities for investors. Innovation and a rising population of consumers help companies to grow their business.



Pursuing Growth with the Stock Portion of Your Portfolio

Over time, we expect growth in the value of your stock holdings will result from rising earnings and dividend payments.



Source: Baseline and First Call. Earnings per share for 2010 and 2011 are estimates.

