



## Client Service Levels

	Consulting Services	Investment Services	Investment Management	Wealth Management	Private Client
<b>Managed Portfolio Assets (minimum)</b>	\$5M	\$500K	\$1M	\$2M	\$5M
<b>Fees Starting at</b>	0.50%	0.75%	1.00%	1.00%	0.75%
<b>Relationship and Technology</b>					
Account administrative services	✓	✓	✓	✓	✓
Institutional custodian access	✓	✓	✓	✓	✓
Asset allocation advice	✓	✓	✓	✓	✓
Tax-efficient investment advice	✓	✓	✓	✓	✓
Portfolio risk and diversification analytics	✓	✓	✓	✓	✓
Electronic account aggregation	✓	✓	✓	✓	✓
Quarterly performance reporting	✓	✓	✓	✓	✓
<b>Portfolio Implementation</b>					
Model portfolio with exchange-traded funds (ETFs)		✓	✓	✓	✓
Custom portfolio with institutional mutual funds			✓	✓	✓
Custom portfolio with sustainable investments			✓	✓	✓
Custom portfolio with individual stocks and bonds				✓	✓
Custom portfolio with commission-free annuities				✓	✓
Custom portfolio with alternative investments				✓	✓
<b>Portfolio Management</b>					
Portfolio monitoring and rebalancing		✓	✓	✓	✓
Tax-loss harvesting		✓	✓	✓	✓
Tax-optimization through asset location				✓	✓
Asset minimum waived for immediate family				✓	✓
Client-directed trading	✓				✓
<b>Financial Guidance</b>					
Annual review of income tax returns	✓	✓	✓	✓	✓
Preferred lending recommendations	✓	✓	✓	✓	✓
Charitable gift planning	✓	✓	✓	✓	✓
Company retirement plan investment selection	✓	✓	✓	✓	✓
Education funding analysis		✓	✓	✓	✓
Employee benefit and open enrollment advice		✓	✓	✓	✓
Basic estate recommendations			✓	✓	✓
<b>Tax and Financial Planning</b>					
Retirement planning				✓	✓
Income tax planning				✓	✓
Cash flow and debt planning				✓	✓
Insurance needs analysis				✓	✓
Financial decisions support				✓	✓
Real estate and private equity investment review				✓	✓
Advanced estate and legacy planning					✓

\*Excluded tax and financial planning services are available at hourly rates and typically cost \$3,000 - \$5,000 per engagement.