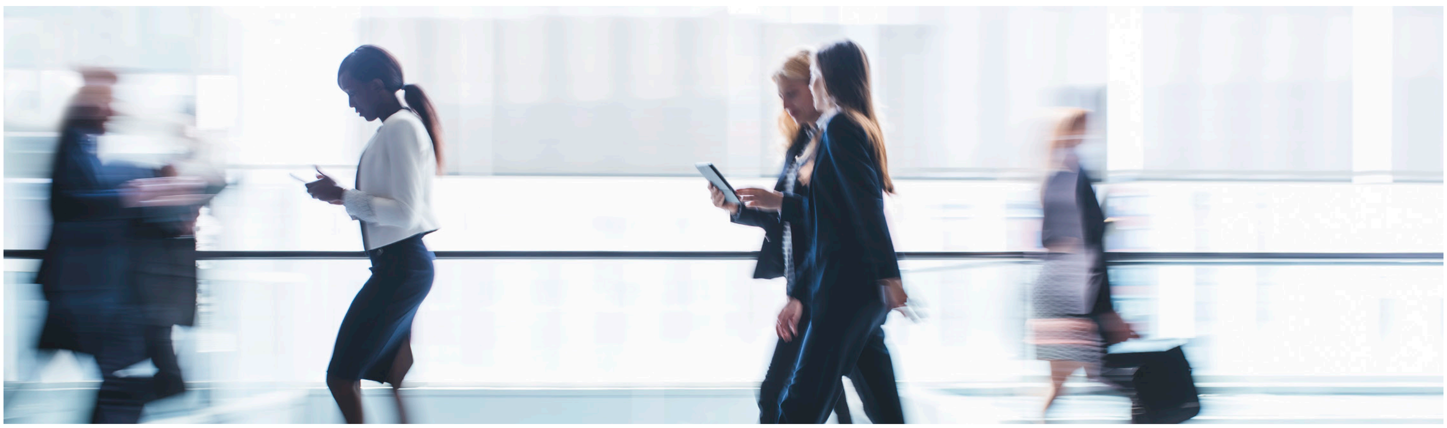
MARINER

What is Our Added Value?

At Mariner, we use a multi-faceted approach in an attempt to add value to our client accounts. This approach is best summarized in five words: Comprehensive, flexible, objective, asset allocation and taxes. A summary of each of these components is provided below.



Comprehensive

- We analyze the current portfolio to assess quality of existing issues, risk profile and any tax consequences associated with recommended sales.
- We provide a detailed proposal structured in accordance with the client's stated investment and risk/return objectives.
- We manage the account on an ongoing basis through re-balancing, repositioning and strategic and tactical adjustments.
- We provide daily performance reporting via our secure portal along with relevant communications regarding market, economic and geopolitical events.
- We provide access to our senior wealth advisors who can add technical and sales support for the solicitor during client meetings.

Flexible

- We prepare individualized asset allocation based upon the investor's profile.
- We can transfer, accommodate and hold most securities (for capital gains, sentimental reasons, low tax cost, etc.).
- We are able to use stocks, bonds, mutual funds, ETFs and separate account money managers.
- We can structure timing of investments via dollar cost averaging or periodic contributions.

Objective

- We select investments based on merit and appropriateness in client portfolios.
- We have access to several different institutional custodial platforms (Fidelity Investments and Charles Schwab).
- Our fee-based structure puts us on the same side of the table as the client.

Asset Allocation

- The asset allocation and sector diversification decisions we make provide the foundation of each client portfolio.
- By seeking to mitigate downside risk, we believe less time should be spent recouping losses on the upside.
- Strategic adjustments, tactical shifts, rebalancing and repositioning occur to help ensure adherence to portfolio target.

Taxes

- Tax efficiency drives our philosophy in security selection during portfolio construction and the investment of ongoing deposits.
- We attempt to offset gains with losses during rebalancing, repositioning and the processing of distributions from client accounts.
- All non-qualified accounts are manually reviewed just prior to year-end to offset gains with losses, where possible.
- Capital gains distributions for all managed mutual funds are tracked by our investment committee at year-end and funds with high distributions compared with their peers are either locked or sold prior to the ex-date for the gain to help ensure we are not buying into the fund immediately preceding the distribution.

For more information visit: **partnerwithmariner.com**