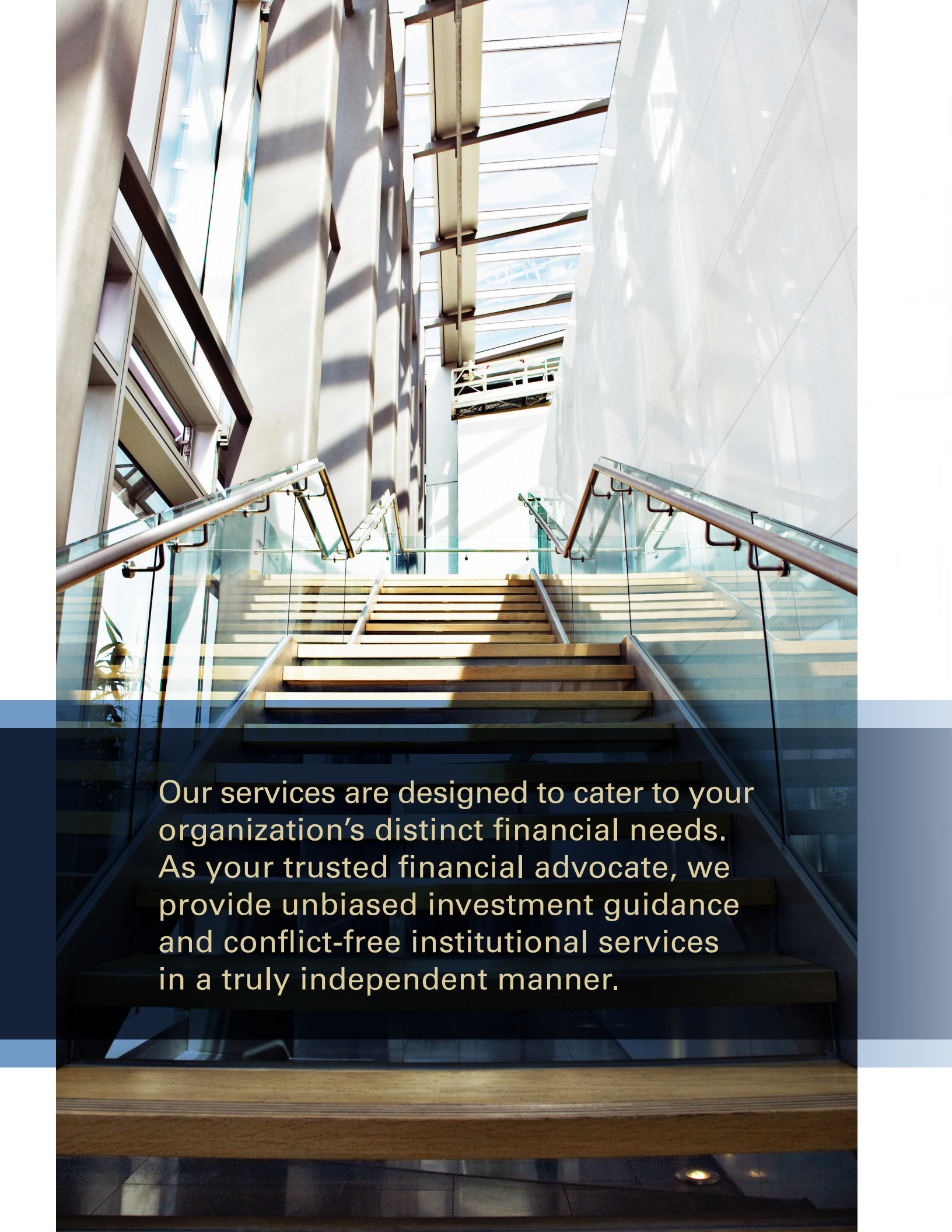




Institutional  
Wealth  
Management  
Services

A photograph of a modern, brightly lit staircase with wooden steps and glass railings, leading upwards in a high-rise building. The architecture is contemporary, with large glass panels and metallic accents. Sunlight filters through the windows, creating strong shadows and highlights on the steps and railings. The overall atmosphere is clean, professional, and aspirational.

Our services are designed to cater to your organization's distinct financial needs. As your trusted financial advocate, we provide unbiased investment guidance and conflict-free institutional services in a truly independent manner.



# Our Independence, Your Advantage

Our independence is built on a foundation of objective guidance. The unbiased financial advice we provide incorporates a wide array of strategies to help you pursue your organization's most important goals.

We believe it is necessary to develop a deep understanding of your core mission and offer personal service and tactics aligned with your complex needs. This commitment to your best interests provides a strong base on which we can build a longstanding, trusted relationship and carefully guide you toward the goals you have established.

We have the flexibility to offer your organization access to a wide range of nonproprietary products and services—without the obligation to sell any particular investment or brand—keeping our focus solely on your purpose and mission.

Additionally, we are supported by the resources of LPL Financial, the nation's largest independent broker/dealer.\* With \$394 billion in advisory and brokerage assets,\*\* LPL Financial has the scale to provide the technology and breadth of services to support the sophisticated and multi-faceted needs of organizations such as yours.

\* As reported by *Financial Planning* magazine, June 1996–2013, based on total revenue

\*\* March 31, 2013

# High-Capacity Institutional Services at Your Fingertips

Leveraging our size, scale and experience, we bring together the comprehensive resources and intellectual capital you need to create and implement customized strategies.

Our vast resources are an extension of our experience and provide centralized access to specialized professionals who can offer advice and implementation strategies across the spectrum of institutional needs.

- LPL Financial Research
- Fixed Income
- Advisory & Product Consulting
- The Private Trust Company
- LPL Insurance Associates
- Restricted Securities
- Retirement Partners


## LPL Financial Corporate Snapshot

Following are highlights of key financial performance metrics for LPL Financial Holdings Inc. For complete financial information, including recent SEC filings, visit the Investor Relations section of [www.lpl.com](http://www.lpl.com).

Advisory & Brokerage Assets	\$373.3 billion
Advisory Assets	\$122.1 billion
Net Revenue	\$3,661.1 million
2012 Annual Net Revenue	\$3,479.4 million
Excess Net Capital, LPL Financial LLC	\$51.1 million
Number of Financial Advisors	13,352
Number of Employees	2,917
Funded Accounts	4.3 million
Number of Financial Institution Partners	701 firms
Industry ranking by number of advisors*	4th

All performance metrics as of December 31, 2012

\*Based on publicly disclosed information as of September 30, 2012

A photograph of two men in business suits standing on a balcony or mezzanine level of a modern office building. They are facing each other and appear to be in conversation. The balcony has a white railing. Large windows in the background let in bright light, creating a high-contrast scene. The ceiling is a complex, dark-colored structure with many beams and supports. The overall color palette is dominated by blues, greys, and whites, with a warm glow from the windows.

Through our knowledge and experience, and the scope and scale of our in-depth resources, we are well-positioned to empower your organization as you navigate toward your vision of success.



Our four-step process is designed to align your unique objectives with customized strategies.

## Institutional Wealth Management Process

We believe organizations that follow a clear and disciplined investment process are better positioned to meet their goals and financial objectives.

We are committed to helping clients who have responsibility for large pools of assets, such as corporations, municipalities, foundations and endowments.

### Our consulting services include:

- Assisting with the preparation of a written Investment Policy Statement
- Diversifying portfolio assets with regard to the risk/reward parameters defined in the Investment Policy Statement
- Incorporating the use of prudent experts to make investment decisions
- Monitoring the activities of all money managers and service providers
- Helping to avoid conflicts of interest and control expenses

## Step 1: Analyze Goals & Current Portfolio

Obtaining a deep understanding of the goals and aspirations of your organization is as important as gaining an in-depth perspective of your existing portfolios. This is the starting point of our unique process.

## Step 2: Determine Investment Policy and Asset Allocation

A disciplined methodology is essential to create an effective investment policy and implement an efficient asset allocation strategy. Through extensive consultation with key members of your organization, we will develop or modify an Investment Policy Statement, outlining the duties of our combined efforts and establishing a basis for your organization's investing future.

## Step 3: Build Portfolio

We will take into consideration qualitative and quantitative factors, organizational review findings and risk and performance measurements when selecting managers. The portfolio will then be built using institutional money managers.

## Step 4: Manage and Monitor Portfolio

In conjunction with the LPL Financial Research Team, we will monitor the investment managers selected to implement your strategies. Performance reports are designed to help your organization evaluate your portfolio against its stated goals and objectives.

# Account Protection and Oversight

## Oversight

The Private Trust Company, NA, an affiliate of LPL Financial, is a nondepository national banking association that is regulated and reviewed by the Office of the Controller of the Currency (OCC).

## Account protections

Securities Investor Protection Corporation (SIPC) Insurance applies in the event that an SIPC member firm fails financially and is unable to meet obligations to securities clients, but it does not protect against losses from the rise and fall in the market value of investments. LPL Financial membership in SIPC provides account protection up to a maximum of \$500,000 per customer, of which \$250,000 may be in cash. For an explanatory brochure, visit [www.sipc.org](http://www.sipc.org).

Additionally, through Lloyds of London, LPL Financial accounts have securities protection to cover the net equity of customer accounts up to an overall aggregate firm limit of \$575 million, subject to conditions and limitations.

Balances invested in the Insured Cash Account are protected by the Federal Deposit Insurance Corporation (FDIC) up to a maximum of \$1 million for a single account holder, \$2 million for a joint account.

\* Based on publicly disclosed information as of March 31, 2013

To the extent you are receiving investment advice from a separately registered independent investment advisor, please note that LPL Financial is not an affiliate of and makes no representation with respect to such entity.

Not FDIC or NCUA	NCUSIF Insured	No Bank or Credit Union Guarantee	May Lose Value
Not Guaranteed by any Government Agency		Not a Bank/Credit Union Deposit	

LPL Financial Representatives offer access to Trust Services through The Private Trust Company N.A., an affiliate of LPL Financial.

Member FINRA/SIPC

[www.lpl.com](http://www.lpl.com)