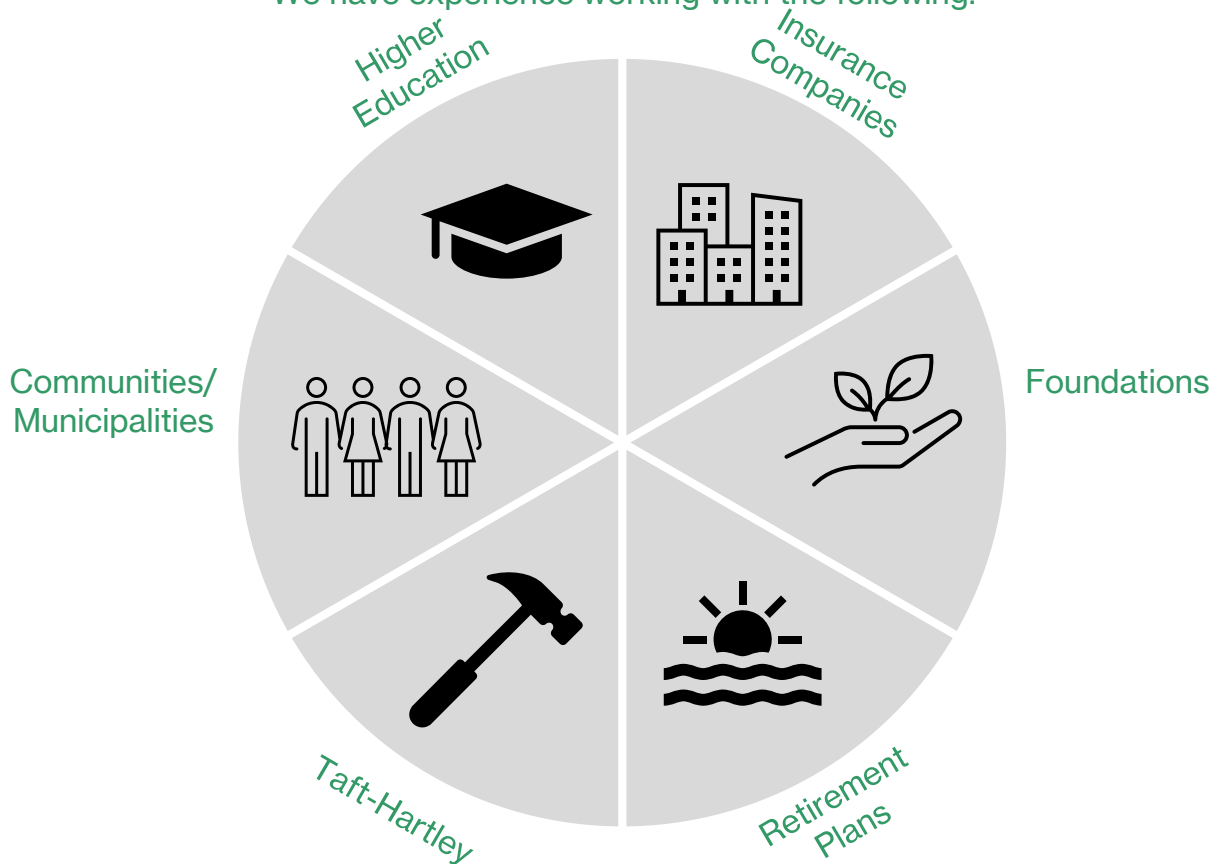


Institutional Consulting Services

We began working with our first institutional client in 1990. Since then, we have been honored to work with a wide range of institutional client types.

We have experience working with the following:



Institutional Consulting Approach

We work with institutional clients like we do with all of our clients – in a customized, service focused approach.

Regardless of where a client holds their assets or what level of discretion they want to assume, we tailor the portfolio and communication to the client’s wishes.

We offer traditional consulting, full OCIO through our Private Bank partners, and a la carte services.

	Asset Allocation	Manager Selection	Risk Management
Philosophy	<p>Define, Define, Define, then Document</p> <p>Employ a long-term strategic allocation as the foundation of the portfolio’s risk versus return that is clearly defined in the Investment Policy Statement</p>	<p>Best ideas</p> <p>Seek managers that build concentrated, long-term portfolios focused on risk adjusted returns</p>	<p>Know what you own</p> <p>Transparency helps enable clear understanding of risk drivers</p>
Process	<p>Mix active and passive with attention to investment vehicle type</p> <p>Add diversification where it can help enhance a client’s chances of achieving goals and implement tactical shifts as necessary</p>	<p>Enhanced core-satellite approach</p> <p>Balance costs with best ideas managers</p>	<p>Allocate risk where there is conviction</p> <p>Risk budgeting discipline that keeps portfolio allocated in-line with client’s specific goals and risk tolerance</p>
Objective	<p>Seek to minimize risk, fees, and complexity</p>	<p>Capture unique opportunities</p>	<p>Deliver consistency and minimize surprises</p>

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