



As stewards of your capital, we believe that the best source of investment outperformance is capital protection in times of market turmoil. To manage risk, we prefer to keep it simple. We build portfolios for our clients in a defined five-step process. The core of our client portfolios are invested in stable, blue-chip companies with a sustainable competitive advantage. Our process for delivering customized investment solutions for individuals, families, institutions, and other entities is listed below:

1. Understanding and Planning

- Understand the organization's or family's mission, goals and objectives.
- Identify risk tolerance and liquidity needs; understand balance sheet.
- Review and consult on Investment Policy Statement or Investment Objective.

2. Strategic and Tactical Asset Allocation

- Create mix of assets to maximize potential return for given risk level.
- Strategic framework reflects client-specific objectives and constraints.
- Tactically overweight or underweight asset classes relative to strategic allocation to take advantage of short/intermediate-term opportunities based on prevailing economic and market conditions.

3. Portfolio Implementation – Manager Selection and Due Diligence

- Open architecture platform, provide best in class managers.
- Equity: combine active strategies with low-cost, passive indexing.
- Fixed Income: active management via low-cost strategies.
- Alternatives and Liquid Real Assets: when appropriate, thoughtful use of diversifying and return-enhancing strategies.

4. Performance Reporting

- Monitor and report success of the asset plan against client goals.

5. Disciplined Risk Management

- Diligent portfolio construction and diversification framework that emphasizes downside-risk scenarios.
- Investment Committee oversight of client portfolios and performance.