

The Narmi Group at Morgan Stanley Smith Barney

Investment Philosophy

We have a set of criteria and opinions, which influence our work with you. These values have developed over our professional careers through relationships with other clients and observations of other business professionals. We invite you to review our philosophy and compare it to your own.

- **Client Relationship:** We respect and believe that a relationship with you has to be built on a foundation of trust. Since most of our business comes from referrals, a mutual understanding of one another is of vital importance. We encourage clients to discuss many aspects of their lives, including finance and investments.
- **Capital Preservation:** This is of importance to a majority of clients. It is far easier to keep what you have grown than to make up what you have lost.
- **Risk:** If a prospective client is looking for quick profits and fast money, they should look to someone else to advise them. Our style is better suited to a person who has a long-term perspective on wealth building and capital preservation.
- **Portfolio Management:** We try to educate all of our clients, so that they may actively participate in the management of their investments. Diversification is the cornerstone of portfolio management. Depending on the size and objectives of your account, professional money management should be an element of the overall plan.
- **Equities:** For the past 80 years, equities have been the best performing long-term asset class (vs. treasury bills and bonds)¹. For the patient investor, equities can be a necessary vehicle for accumulating wealth over time. The main risk for investors considering equities may well be in not owning them over the long-run. Equities can be a viable tool for nearly every investor. Our job is to educate clients on prudent investing in the stock market, and seek to avoid some of the pitfalls that the inexperienced investor might encounter. (Source: Consulting Group 2006)
- **Reduction of Taxes:** Individuals in high tax brackets need to be concerned about their “after-tax” returns. Investments providing tax-free or tax-deferred growth and income may be suitable for high-income individuals.
- **Growth in Income:** Income growth preserves purchasing power through the years. Techniques such as systematic investment programs allow clients to enjoy income from their portfolios.

Diversification does not guarantee a profit nor protect against loss. Past performance is no guarantee of future results. Dollar cost averaging does not guarantee a profit nor protect against loss. Morgan Stanley Smith Barney LLC and its affiliates do not provide tax or legal advice. To the extent that this material or any attachment concerns tax matters, it is not intended to be used and cannot be used by a taxpayer for the purpose of avoiding penalties that may be imposed by law. Any such taxpayer should seek advice based on the taxpayer's particular circumstances from an independent tax advisor.

¹ Andexcharts

The Narmi Group at Morgan Stanley Smith Barney in Omaha Principles of Professionalism

As your Financial Advisors, we are committed to the following professional and ethical guidelines that contribute to the strength of our relationship. We want to establish a long lasting relationship rather than a “sale”. Our pledge to you is to:

- Place your needs first
- Return your phone calls promptly
- Always show you courtesy and respect
- Explain the reasons behind our investment recommendations
- Monitor your investments with objectivity and discipline
- Meet with you annually to review your portfolio performance
- Only recommend investments that we believe are suitable based on your investment goals, objectives, and risk tolerance
- Continue to improve our knowledge of the capital markets

The Narmi Group at Morgan Stanley Smith Barney Investment Policies and Guidelines

We believe the following:

- Prudent investing is fundamentally dependent on having a comprehensive financial plan
- Investors should invest their time before they invest their money
- Risk can be managed, but not eliminated
- Portfolios should be balanced to provide risk management
- A large portion of one’s investment assets should be professionally managed on a fee-basis
- It may not be prudent to invest in non-liquid assets
- Your tax situation is a critical issue when deciding on investment assets

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