

Major Stock Indexes as of 04/24/12

	Last	YTD Performance
DJ Industrials	11858.24	-12.55%
Nasdaq Composite	2384.52	-11.67%
S&P 500	1320.59	-11.58%
DJ Wilshire 5000	13490.52	-8.30%
Russell 2000	714.39	-7.71%
DJ World exUS	242.66	-1.32%
Japan: Nikkei Avg.	13849.56	-11.96%
DJ Stoxx 50*	2926.48	-15.08%
UK FTSE 100*	5634.70	-3.1%

Source: WSJ *at close

Treasuries as of 04/24/12

	Yield on 01/01/08	Yield (%)
1-Month Bill	2.94%	1.506%
3-Month Bill	3.25%	1.828%
6-Month Bill	3.30%	2.244%
2-Year Note	2.88%	2.867%
5-Year Note	3.28%	3.550%
10-Year Note	3.90%	4.113%
30-Year Bond	4.35%	4.660%

Source: WSJ

Industry Groups as of 04/24/12

Leading Groups

Recreational Products	6.65%
Home Construction	5.00%
Banks	2.74%
Food Retailers & Wholesale	2.44%
Consumer Finance	1.98%

Lagging Groups

Platinum & Precious Metal	-4.52%
Forestry	-3.95%
Specialty Chemicals	-3.10%
Paper	-2.63%
Containers & Packaging	-2.38%

Source: WSJ

Estate Planning

The best way to gain control of the future is with a sound estate plan. In fact, an estate plan which includes properly drawn trusts can ensure all intentions for family and estate are carried out. Just as importantly, it can save beneficiaries a substantial amount of money by eliminating unnecessary taxes and other costs....

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Choosing a Fiduciary

One of the most important items in estate planning is naming the fiduciary or fiduciaries who will execute wishes and manage assets after death, or at such time an individual is no longer willing or able to handle their own financial affairs. A fiduciary is a third-party representative who is appointed to act for the benefit of someone else....

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ISP Article

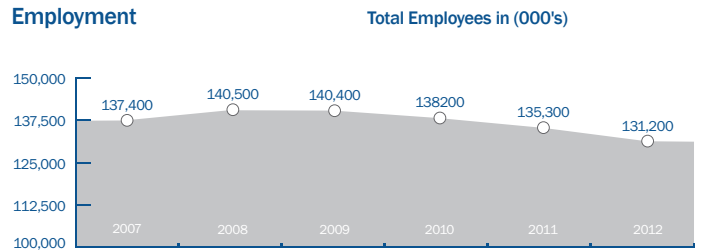
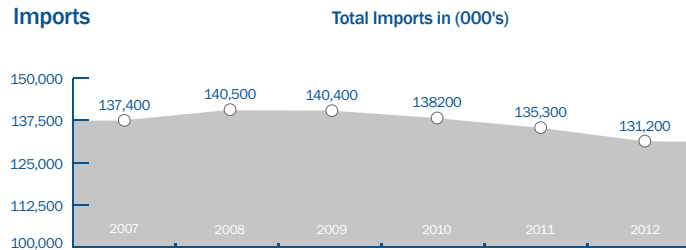
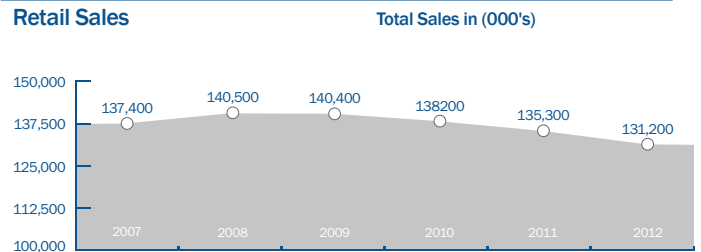
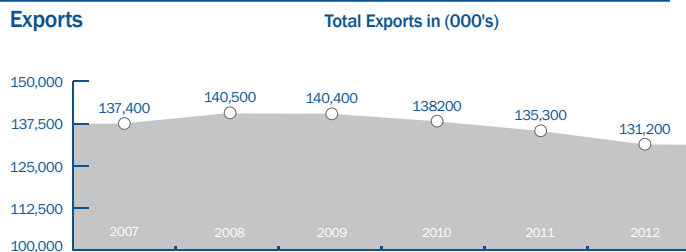
A goal is only a wish if it's not written down. Now take that statement and apply it to an investment plan. An investment policy statement (IPS) is a document that simply puts investment goals and objectives on paper....

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We deliver comprehensive, competitive investment products and services to our clients. In addition to offering unbiased, high-quality financial, estate and tax-planning advice, we also provide independent fiduciary services to our clients.

Financial Planning × Estate Planning × Business Succession Planning

Tax Planning × Retirement Planning × Insurance



Economic Indicators

	2010		2011				2012	
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Real GDP	4.9%	0.6%	0.9%	0.5%	2.3%	2.0%	2.2%	2.4%
Consumer Prices	2.8%	5.0%	4.3%	3.3%	2.5%	2.5%	2.5%	2.5%
Unemployment Rate	4.7%	4.8%	4.9%	5.3%	5.5%	5.6%	5.6%	5.6%
30-Year Fixed Mortgage Rate	6.6%	6.2%	5.9%	6.0%	6.2%	6.3%	6.4%	6.5%
1-Year Treasury Indexed ARM Rate	5.7%	5.6%	5.1%	5.2%	5.4%	5.4%	5.5%	5.6%
10-Year Const. Mat. Treasury Rate	4.7%	4.3%	3.7%	3.9%	4.1%	4.2%	4.3%	4.4%
1-Year Const. Mat. Treasury Rate	4.5%	3.6%	2.1%	2.0%	2.3%	2.6%	2.8%	2.9%

Source: Freddie Mac Forecasted figures highlighted in grey

Nest Egg Fact

The current average retirement savings for persons 45-54 is \$98,350.

The average for persons 65+ is \$232,500

Productivity Percent change from prior quarter Q3-2011 +2.2% Q4-2011 -0.4%	Import Price Index All commodities 2000 = 100.0 April-11 129.2 April-12 113.1	Medical Care Cost Index 1982-84 = 100.0 April-11 360.4 April-12 369.8
Building Permits In thousands (000s) April-11 1,052 April-12 521	Employment Cost Index Private industry 2005 = 100.0 Q4-2010 106.3 Q4-2011 108.9	Average Hourly Earnings Production workers One month net change April-11 +0.06% April-12 +0.03%

	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12
Housing Starts In Thousands (000s)	1,004 ▼	1,071 ▲	1,065 ▼	954 ▼	1,032 ▲
Consumer Confidence 1985 = 100.0	90.6 ▲	87.3 ▼	76.4 ▼	65.9 ▼	57.2 ▼
U.S. Automotive Sales In Thousands (000s)	461.3 ▼	422.4 ▼	424.9 ▲	411.8 ▼	407.2 ▼
U.S. Retail Sales In Millions (000,000s)	\$433,613 ▲	\$348,975 ▼	\$351,048 ▲	\$378,764 ▲	\$375,527 ▼
Initial Job Claims 4-Week Average	340,000 ▲	336,000 ▼	345,000 ▼	342,000 ▼	378,000 ▲
Producer Price Index Finished Goods 1982 = 100.0	170.6 ▲	171.9 ▲	172.2 ▲	175.4 ▲	176.7 ▲
Consumer Price Index 1984 = 100.0	210.0 ▼	211.0 ▲	211.6 ▲	213.5 ▲	214.8 ▲

Source: U.S. Census Bureau, Bureau of Labor Statistics, Bureau of Economic Analysis, U.S. Department of Commerce



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