



ADVISORY SERVICES

3rd Party Money Managed account programs—Supporting Vendors.

ICON Advisers	James Capital	Potomac	Tealwood	Allocation Advisors & Compass Advisory	DMA / Masters / Network	Russell Pathways
Tactical Mutual Fund Portfolios	Separate Account Portfolios for VSR since 2004	Mutual Fund Wrap & 403b Participant level Portfolios	Separate Account Portfolios for VSR since 1997	SMA, ETF Only, & Combination Account Portfolios	Multiple Manager & Single Manager Separate Account Portfolios	Mutual Fund Wrap Portfolios
Value-to-Price Ratio is key	Tactical Macro and Micro research (SMA & Mutual Funds)	Tactical and Long/Short Programs	Value-Oriented Management Style	Portfolios Managed by Wells Fargo Advisors & Institutional Managers	Big-Name Institutional Managers	9 Strategic Model Portfolios
Focus on 9 Sectors and 147 Industries in the S&P1500	Available through FCC Network platform	Assets held at Fidelity or VA company	Customize Portfolios for Clients' Specific Needs	CSG Research / Laffer Management / & Ibbotson Portfolios	CSG Research Due-Diligence & Network "Open Architecture"	Due-Diligence and Model Allocations by Russell

3rd Party—Additional programs and platforms.

Curian	Loring Ward	Miller-Tabak	Multiple - Manager Platforms	Morningstar	Quantitative Advantage	Stonebridge Capital
Multiple Manager Separate Account Portfolios	Access to DFA Funds	Separate Account Portfolios for Muni-Bonds	<i>Brinker</i>	Mutual Fund, ETF, and Stock Basket Portfolios	ETF and VA Portfolios	Separate Account Portfolios
Strategic Portfolios	Global Diversified Portfolios	Tactical Individual Muni-Bonds	<i>Investnet</i>	Tactical Portfolios	Tactical Portfolios	Equity and Fixed Income Portfolios
Curian is Clearing Firm	Clearing through Pershing	Available through FCC Network platform	<i>Genworth / AssetMark</i>	Assets held at Fidelity	Available through FCC Network platform or VA	Clearing through Pershing
			<i>Lockwood</i>			
			<i>SEI</i>			

VSR Advisory Services features many additional platforms and boutique managers. While some managers cover the VSR Admin Fee, others may have a fee of 5 bps for accounts under \$500,000 and 3 bps for accounts over \$500,000.



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The chart below represents a general reference to the range from **Strategic to Tactical to Timing** for some common 3rd party managers within the VSR Advisory selection. Those companies above the arrow are Supporting Vendors. Those below are additional managers which are available at various platforms. **The graph is not to scale.**

Please contact Jeff Goodnow or Jay Jasnoski for details about platforms, costs, and other details associated with these managers.

2010 VSR Supporting Vendors



A Few of the
Additional VSR Vendors

Strategic

Tactical

Timing