# Masters

*Personalized investment portfolios directed by private money managers*

**Is this program right for you?**

**Masters is designed for investors who:**

- Understand the benefits of access to the nation's top institutional investment managers
- Seek an investment program based on research, analysis and an active approach to asset allocation
- Want the ability to customize an investment portfolio to their specific needs and circumstances
- Like to stay apprised of their portfolio's performance through regular reports and communication with their financial professional

**The Masters program offers investors a complete package of services including guidance for selecting investment managers and ongoing portfolio management. Key to the program is access to a recommended list of money managers whose capabilities and performance are regularly evaluated by the Wells Fargo Advisors Manager Strategy Group.**

## A process for managing wealth

Your financial professional will work with you to create a strategy based on your life goals, investment horizon, risk tolerance, and other factors. When appropriate, he or she will work with the Wells Fargo Advisors Manager Strategy Group to choose the institutional manager — or managers — whose style, philosophy, and performance best suit your investment objectives.

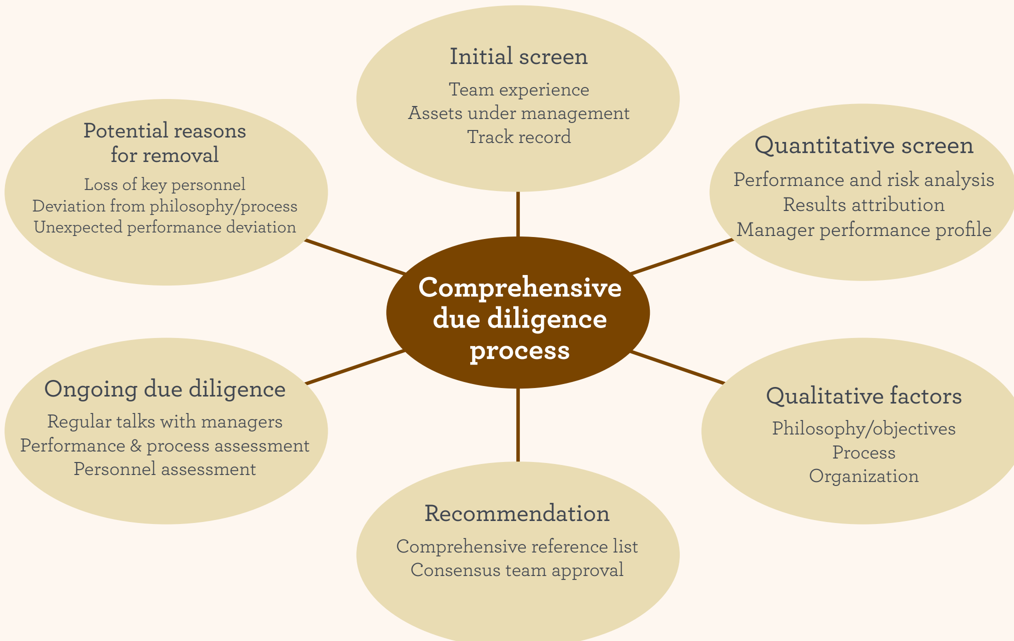
Your financial professional will actively manage and monitor your investment portfolio — along with the selected money managers — and make adjustments according to your stated long-term strategy. As your life circumstances change, your asset allocation and investment managers may also change.

## The benefits of professional money managers

Successful investing requires a significant commitment of time, energy and attention. While most investors manage their investments part-time, professional money managers focus their entire careers on managing assets.

Professional managers develop disciplines for buying and selling securities which eliminate decision-making based on other influences such as fads and emotions. By electing to have experienced institutional professionals manage your portfolio, you free yourself from the time-consuming task of choosing and actively managing your investments.

# A careful process for selecting money managers




## The selection process

Managers for the Masters program are selected by the Wells Fargo Advisors' Manager Strategy Group. By implementing its due diligence process, the Manager Strategy Group assesses managers from multiple perspectives in order to understand their methodology and potential fit within different investment portfolios. The Manager Strategy Group believes its disciplined, dynamic approach allows for the flexibility required to uncover managers who are among the best available.

## The evaluation process

When evaluating managers, the Manager Strategy Group seeks to determine:

- Quality of a firm's investment personnel
- Its investment processes
- Adherence to a defined investment philosophy
- Performance expectations within varied market environments

Although a myriad of information is available regarding historical manager performance, often little or no information is readily available regarding these attributes.

## Manager classification

Investment managers are classified according to the types of investments they purchase — for instance, large-cap equities, international equities, fixed income and balanced mixes — and the investment styles they represent — namely core, value, or growth investing.

## The next step

To learn more about a Masters program portfolio, talk to your financial professional today.

## Flexibility and convenience

The Masters program offers a number of features that make it more flexible and convenient than passively managed mutual-fund accounts. Most importantly, you — the account holder — own the individual securities in your portfolio. This allows you to restrict the purchase of any security or types of securities you wish to avoid and offers the potential to implement various year-end tax strategies. Setting up a Masters program account is simple. Regardless of the number of managers you and your Financial Advisor select, a single set of paperwork is all that is needed.

## A high level of service

The Masters program offers you and your account a premium level of dedicated service and attention. In addition to strategy discussions with your financial professional, you'll receive monthly statements and quarterly and annual performance reports. Your financial professional can also provide manager reports and portfolio commentary to keep you abreast of underlying economic and market conditions.

## Masters summary

- Professional money management provided by premier institutional managers evaluated by Wells Fargo Advisors Manager Strategy Group
- Flexibility to personalize investment portfolios for your goals and risk tolerance
- All-inclusive investment program that provides flexibility in portfolio management, ongoing monitoring and evaluation and top-tier service

*The Masters program is not designed for excessively traded or inactive accounts and may not be suitable for all investors. Please carefully review the advisory disclosure document for a full description of our services. The minimum account size for this program is $100,000.*

*Our firm is not a legal or tax advisor.*



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