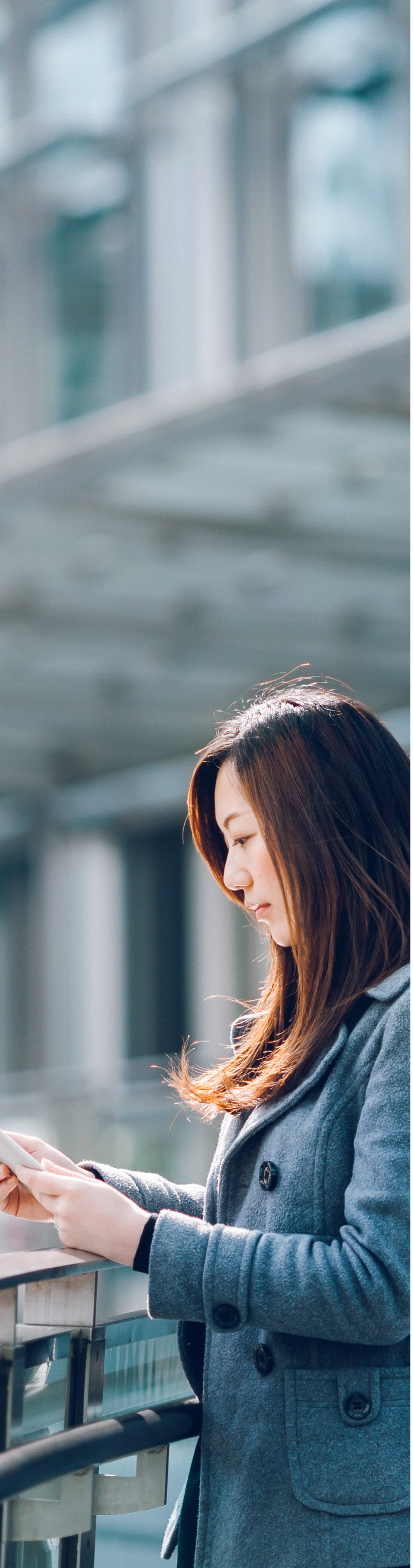
INSTITUTIONAL FIDUCIARY SOLUTIONS

Comprehensive support for institutional clients

RAYMOND JAMES



A disciplined approach to institutional investing

When you partner with a Raymond James advisor and Institutional Fiduciary Solutions (IFS), you can be confident that you are receiving the highest fiduciary level of prudent care. Our team of professionals is dedicated to implementing a fiduciary process through a broad range of investment solutions and support services for institutional clients ranging from large organizations to small business retirement plans. Backed by our firm's philosophy of conservative management, our disciplined process adheres to well-established fiduciary standards. Using established resources from across the firm, IFS creates comprehensive investment solutions – from strategy development and investment research to reporting and oversight.

YOUR MISSION, OUR MISSION

Your business has a unique mission that helps drive every decision you make. At Raymond James, we understand the importance of every client meeting their investment stewardship obligations while fulfilling their mission. At the heart of our process, we strive to implement industry-leading best practices to ensure our team approaches every decision with a disciplined and well-documented prudent process.

Considerations that go into our decision-making process:

- Act in the sole interest of clients
- Adhere to fiduciary principles
  - Communicate clearly and effectively all aspects of investment structure
  - Provide a diversified investment solution
  - Construct portfolios within investment policy guidelines
  - Ensure expenses are reasonable and avoid conflicts of interest
- Exercise prudence in selecting suitable investments
- Manage investments according to the investment policy statement

WE SERVE A WIDE RANGE OF INSTITUTIONAL CLIENTS AND RETIREMENT PLANS

Foundations	Government entities	Money purchase
Endowments	Municipalities	Profit-sharing plans
Nonprofits	Pension plans	403(b) and 457 plans
Associations	Taft Hartley plans	Defined benefit plans
Corporations	Insurance companies	SEP Plans
Cash Balance Plans	401(k) plans	SIMPLE IRA plans

A PRUDENT PROCESS

We follow a four-step prudent fiduciary process, developed by Raymond James over many years of serving institutions of various sizes from small business owners to large corporations and sectors from endowments to municipalities. Each step of the process incorporates best practices that investment stewards should follow and document along the way to meet your investment obligations.

OUR ADVISORY PROCESS	
Step one **UNDERSTAND**	Discover objectives, establish investment and governance structure and set expectations.
Step two **DESIGN**	Create a diversified investment menu and/or portfolio tailored to your needs.
Step three **IMPLEMENT**	Research and conduct due diligence prior to executing your investment strategy.
Step four **MANAGE**	Monitor investments and markets and maintain detailed records for your fiduciary documentation file.

EFFECTIVE DECISION MAKING

Once the investment process is established and investments are implemented, we continue to take the utmost care in the ongoing analysis and review of your investments. We offer a detailed Client Service Plan, which is a unique monitoring tool that serves to summarize performance information relative to defined monitoring criteria. The Client Service Plan aids in the organization, scheduling and documentation of a disciplined investment management process. This tool also serves to document your stewardship and empowers you to make effective and efficient decisions.

ENDLESS POSSIBILITIES

No matter your needs, IFS works closely with your advisor to implement a consulting approach tailored to the needs of your organization. That all starts with the development of investment objectives and a formal investment policy statement. When you partner with an advisor to navigate the complex process of investment search, selection and implementation, we provide additional support through distinct products and services to help you gain added benefits along the way:

- **Partnership –** A reliable relationship between your trusted advisor and Raymond James
- **Prudent process –** A four-step investment process performed with a fiduciary level of prudent care
- **Thought leadership –** Access to institutional investment managers and industry experts' best ideas
- **Access –** Fiduciary products and services normally available to only the larger institutions
- **Diversification –** Both passive and active investment choices are offered across a variety of styles and asset classes
- **Time well saved –** Increased productivity by using Raymond James' investment expertise while you focus on what's most important

In support **of your mission**

Our goal is simple – to help you achieve your financial objectives. Please reach out to your Raymond James Advisor to explore how a comprehensive consulting solution will help your organization continue to focus on its mission while we focus on providing solutions to reach your financial goals and objectives.

The foregoing content reflects the opinions of Raymond James Institutional Fiduciary Solutions and is subject to change at any time without notice. Content provided herein is for informational purposes only and should not be used or construed as investment advice or a recommendation.

All investing is subject to risk, including loss. There is no guarantee that any strategy will be successful. Asset allocation and diversification does not ensure a profit or protect against a loss.

RAYMOND JAMES®

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