

## INVESTMENT MANAGEMENT SERVICES

### What is **YOUR** vision for **YOUR** financial future?

Whatever YOUR vision, our Wealth Management team works alongside you to help guide your investments through dynamic markets, challenges, and opportunities you face in your journey through life!

---

#### WHY OUR TEAM?

Texas Bank and Trust puts you in the driver's seat, with a team of experienced Wealth Management professionals who care about your needs. We will help find the right solutions to meet your unique financial objectives.

#### HOW ARE WE DIFFERENT?

We pledge to serve your best interests at all times. We never use a cookie cutter approach. Our portfolios are built with your goals, your needs, and your wants in the forefront. It's your life and your plan.

#### WHAT PROCESS DO WE USE?

Our process begins and continues with you. We start with your vision. We invest in experienced people and give you resources to help you feel confident in your financial decisions. We follow up with ongoing, meaningful communication.

#### ARE YOU ON TRACK WITH YOUR PLAN?

Planning for your financial future can seem overwhelming at times. We monitor your plan for significant changes in your life, as well as potential external risks to your portfolio. We communicate your investment results in face-to-face or electronic review meetings scheduled at your convenience.

#### WHY CHOOSE A FIDUCIARY?

Fiduciaries are held to the highest standard of care in the industry. It means you will receive thoughtful advice driven by your vision, and all recommendations will be made with your best interests in mind.

# PROCESS

A disciplined approach to portfolio construction, and adherence to a clear process, will lead to long term success. Together, we plan the strategies to help you achieve your envisioned financial future.

## PLANNING

We begin with a collaborative dialogue with you and your relationship manager.

YOUR GOALS

YOUR FINANCIAL PROFILE

YOUR ASSET LOCATION

YOUR CASH FLOW NEEDS

YOUR RISK TOLERANCE

Based on your situation and goals, we utilize our collective experience to develop a customized, comprehensive asset allocation for each account.

## IMPLEMENTATION

To find your optimal wealth strategy, we build a customized portfolio based on your goals while managing risk appropriately. We use a dynamic process, adjusting your portfolio as your needs change.

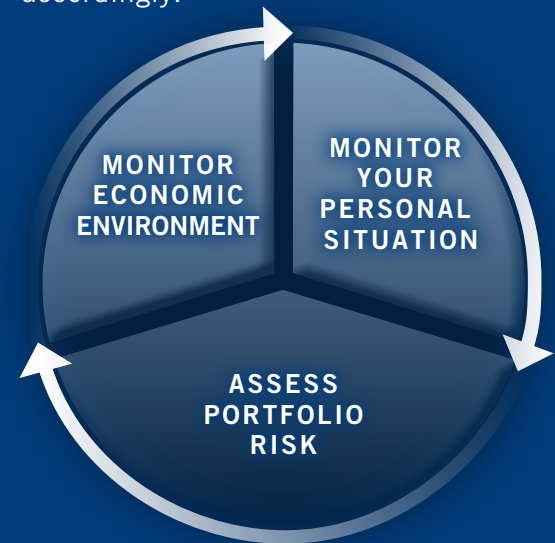
RIGOROUS DUE DILIGENCE

TRANSPARENCY

PORTFOLIOS

## FEEDBACK

We monitor your portfolio on an ongoing basis. Our proactive portfolio management includes monitoring your personal situation in light of the current economic environment. We then assess your portfolio risk and rebalance accordingly.



# RESULTS

**Crucial to our relationship is ongoing communication.**

**We will communicate with you often through:**

- Your dedicated **local** relationship manager, **local** portfolio manager, and **local** account administrator.
- In-person or video account reviews with your team at a frequency based on your preference.
- Returns are important, and we will discuss the performance of your accounts individually and collectively, but an absolute-return approach tells only half of the story. We monitor and measure the returns you are experiencing in context of the risks the portfolio is exposed to. *Most importantly, we will discuss if you are on track with your plan.*
- Guidance as to why we choose the securities we place in your portfolio, and the role that each security serves towards accomplishing your goals.
- Statements
- Online Access

# WHY CHOOSE A FIDUCIARY?

## What distinguishes a fiduciary from other financial intermediaries? A fiduciary has the legal obligation to . . .

- Serve the client's best interests and place those ahead of our own
- Act with skill, diligence, and the good judgment of a professional
  - It is the Wealth Management division's practice to establish the appropriate risk, liquidity and tax constraints for an account
  - To diversify the account in order to meet the client's goals
  - To conduct careful and ongoing research and analysis
- Act with full transparency: Provide full and fair disclosure of all important facts, including investment expenses
- Avoid conflicts of interest
  - It is the Wealth Management division's practice not to accept financial incentives from investment management firms
- Fully disclose and fairly manage, in the client's favor, unavoidable conflicts
- Act in the utmost good faith

## What does the Fiduciary Standard mean?

- Established by the Investment Advisers Act of 1940
  - Pertains to any institution or individual owing a principal duty to another party
  - Spells out the guidelines and obligations that financial service professionals owe to their clients. Clients may be individuals, trusts, corporations, tax-exempt entities, municipalities, retirement plan participants and beneficiaries (among others).
- 

## Who is subject to the Fiduciary Standard?

- Corporate trustee / bank trust division
- Pension plan managers
- Mutual fund managers
- Managers of endowments and other tax-exempt entities

# ANSWERS TO YOUR IMPORTANT QUESTIONS

## WHAT CAN A FINANCIAL PLAN DO FOR YOU?

A financial plan can help you answer some of life's big financial questions. Will you be able to meet your financial goals? How long will you need to work in order to support the lifestyle you desire in retirement? How does social security fit into your overall retirement plan? Will you be able to fund your child's college education?

A financial plan can answer these questions and many more, helping you build your path to financial security.

---

## WHY DOES DIVERSIFICATION MATTER?

- Diversification helps mitigate risk. History has shown that diversifying among different asset classes such as stocks, bonds, real estate, and other assets is the strongest technique for mitigating risk over the long-term.
  - To assure you that your portfolio invests in securities that align with your risk tolerance while meeting your goals and objectives.
- 

## WHY DOES THE TAXABILITY OR NON-TAXABILITY OF YOUR ACCOUNTS MATTER?

There is the potential for you to own taxable, non-taxable, and tax-deferred accounts within your portfolio. Each type of account is treated differently for tax purposes. The taxability or non-taxability of your accounts plays an integral role in how they are managed and can potentially impact your performance results. In other words, the tax consequences of how your investments are managed may impact the future value of your portfolio. With your guidance, we will work closely with other trusted members of your financial team, such as your CPA and your attorney, to invest your assets in a way that is most beneficial to you and the growth of your portfolio.

