



SEPARATELY MANAGED ACCOUNTS

Choice and Flexibility

Fulcrum's Financial Advisors have access to one of the most comprehensive and versatile managed money programs available in the marketplace today. Offered under the Fulcrum name, our centrally managed private label platform is designed to help our Advisors gather and manage client assets easily, effectively, and efficiently. Working with Pershing Managed Account Solutions, an affiliate of Pershing LLC., our Advisors have access to 75 institutional money managers representing over 150 different investment styles, with the added advantage of being able to add new managers as events warrant. The following tables include a representative list of our managers.

Regardless of whether you are working with the most conservative or the most aggressive clients, our managed money platform includes investment choices for every investment style. And, because of the dynamic nature of the marketplace, we have designed our program to be a work in progress, evolving in tandem with the times.

	Large Cap Growth	Large Cap Value	Large Cap Balanced	All Cap Core	Multi-Disciplined Growth	Multi-Disciplined Moderate Growth
Cambiar Investors		▲				
Congress Asset Management	▲					
Contravisory Investment Mgmt				▲		
Dana Investment Advisors			▲			
Davis Selected Advisors		▲				
Delaware Investments	▲	▲				
First Trust Advisors					▲	▲
Global Capital Mgmt				▲		
Logan Capital Management	▲					
Lord Abbett & Company		▲				
Northern Trust Investments		▲				

	Small Growth	Small Cap Core	Small Cap Value	Small/Mid Cap Core	Small/Mid Cap Growth	Small/Mid Cap Value	Mid Cap Core	Mid Cap Growth	Mid Cap Value
Ariel Investments			▲						▲
Congress Asset Management					▲				
Contravisory Investment Mgmt		▲							
Global Capital Mgmt				▲					
Insight Capital Research & Mgmt	▲				▲				
North Pointe Capital	▲								
Penn Capital Management				▲					▲

... a few of the many benefits of our program ...

- ◆ *cherry pick your own favorites*
- ◆ *customized asset allocation strategies*
- ◆ *extensive research & style analysis*

- ◆ *manager recommendations & due diligence*
- ◆ *customize tax strategies to your client's advantage*
- ◆ *consolidated performance reporting*
- ◆ *administrative support*

	Global Equity	International ADR	International Muni	International Fixed Income
Brandes Investment Partners	▲			
Cambiar Investors		▲		
Gannett, Welsh & Kotter			▲	
Logan Capital Management		▲		
Madison Investment Advisors				▲
Philadelphia International Advisors		▲		

	Potfolios	Convertible	Quantitative Strategy
Calamos Advisors		▲	
Natixis Asset Mgmt Advisors	12-ETFS		
Quantitative Advantage			▲
Tradition Capital Mgmt	8-MULTI		