

Services

PCM Services Encompass:

1. Developing the right asset allocation and risk level for your portfolio, based on your investment needs.
2. Selecting investments that we believe offer the greatest long-term potential for solid performance that fit your portfolio's asset allocation.
3. Continually monitoring and adjusting your portfolio to adhere to the agreed asset allocation, minimize the risk of over-exposure to certain asset classes, and optimize return potential.
4. Maintaining an on-going review of selected funds and the universe of funds that can be purchased commission-free in order to:
 - Determine when a fund no longer meets our criteria and should be replaced in your portfolio,
 - Assure high caliber investment options for new monies and reallocations.
5. Monitoring tax implications of distributions and recommending portfolio changes when needed for tax efficiency.
6. Keeping you informed of the performance of your portfolio and, through frequent reviews and personal availability, assuring your portfolio continues to match your investment needs.



PRIVATE CAPITAL MANAGEMENT, INC.

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Minimum Account Size: \$250,000

Performance data for client accounts are available on any given day based on the previous day's close.

Private Capital Management, Inc., is registered as an Investment Advisor with the U.S. Securities and Exchange Commission. A copy of the firm's ADV Part II, detailing investment approaches, fees and other information, is available on request or through the SEC Investment Advisor Public Disclosure site at www.adviserinfo.sec.gov. All accounts are held in the client's name at Charles Schwab or Fidelity.

Management fee: 1.25% on the first \$250,000 of equity assets under management, and 1% of assets thereafter billed quarterly in advance. Additional breakpoints go into effect on accounts in excess of \$1,000,000. Fixed income accounts are charged a maximum of 1/2 of 1% annually, billed quarterly in advance.



PRIVATE CAPITAL MANAGEMENT, INC.

When it comes to selecting a money manager for your portfolio, four elements should be at the core of your decision.

- ✓ Time-tested investment approach.
- ✓ Consistent performance.
- ✓ Experience.
- ✓ Value.



Performance Time Tested Experience Value

Private Capital Management, Inc. is dedicated to building wealth and long-term financial security for our clients.

Performance

Our focus is on money management. We have established a track record of solid performance that has consistently met our clients' expectations for over a decade. Whether you are looking for higher returns or capital preservation, our investment approaches are designed to fit your needs.

In creating portfolios for our clients, we adhere to the principle that cost matters. PCM portfolios are composed primarily of commission-free mutual funds. These include some load funds that as a Registered Investment Advisor, we are able to acquire without a commission.

This is a very important factor to consider in your investment decisions. Any time you pay a load or commission, you decrease the earning power of your account without necessarily gaining any improvement in performance.

Through our established relationships with the fund companies, there are also many instances where we are able to offer our clients institutional shares with more attractive cost structures than those available to individual investors.

Time Tested

PCM's proprietary fund selection process and the latest in portfolio management techniques are used to

develop diversified portfolio models. Asset allocations within each portfolio are weighted based on expectations as to which asset classes offer the greatest return potential with respect to the amount of risk our clients are willing to assume. These allocations may change as markets, fund directives and client objectives evolve.

Modern portfolio theory statistics, three-year cumulative returns, and bear market returns are among the criteria used in PCM's proprietary ranking system. That information is combined with in-depth knowledge of the fund companies and managers, and news analysis of changes within the funds and investment companies, to prioritize buy and sell candidates.

By monitoring changes in the financial markets and the mutual fund universe and incorporating that information in our investment approach, we strive to assure that our client portfolios are positioned to achieve maximum risk-adjusted returns.

Experience

Thomas E. Meade, founder and chief investment officer of Private Capital Management, has over three decades of experience in the financial markets, including top executive positions with some of the largest investment companies in the U.S. In 1994, he turned his focus to full-time investment management for high net worth individuals, institutions and businesses with the establishment of Private Capital Management.



Value

Our clients are our Absolute Top Priority.

As a Registered Investment Advisor, we have a fiduciary duty to our clients. When Congress passed the Investment Advisors Act of 1940, it established that the primary function of an investment advisor is "to render to clients on a personal basis, competent, unbiased and continuous advice regarding the sound management of their investments." That creates broad differences, both legal and cultural, between registered investment advisors and other providers of money management, such as securities brokers, mutual fund and hedge fund managers and others. As an advisor, our objective is to operate in the best interests of our clients at all times.

We are committed to:

- Being available to answer your questions.
- Responding promptly to changes in each client's personal situation and investment needs.
- Providing clients with regular information on our views of the financial market and their investments.
- Timely, informative quarterly statements that clearly show investment progress.
- Maintaining honest, open client relationships that put the client's interests first.

Private Capital Management's services are fee-based. We receive no commissions or sales charges, nor do we have special incentive contracts with particular investment companies.

Our interests are directly aligned with our clients – to increase the value of their portfolios.