

## **Our Client Commitments**

Here are the promises we make to you (formed over decades of industry experience):

| 1  | <b>We will always</b> manage your money as if it was our own – and we don't take unnecessary risks with our own money.   |
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| 2  | We will never claim to be able to time markets.  |
| 3  | We will always ensure you understand what we are saying.   |
| 4  | We will return your phone calls and emails promptly.   |
| 5  | We will always report your performance net of all fees.  |
| 6  | We will always disclose how and what we charge you.  |
| 7  | When comparing our performance to benchmarks, <b>we will always</b> use the appropriate benchmark and include dividends. |
| 8  | We will manage your capital rationally.  |
| 9  | We will never discuss or use terms like "macro," "tactical," "sector rotation" or "absolute return."                     |
| 10 | We will never chase the most recent investment trend   |
| 11 | We will charge fair fees; not the fees we think we can get away with.  |
| 12 | We will never use the term "risk-adjusted" to justify poor results.  |
| 13 | <b>We will never</b> use Greek letters to explain our approach or rationalize our returns.                               |
| 14 | We will never tout illiquid investments as if they are "less risky" just because they are private.                       |
| 15 | We will never launch new products simply because a sector is "hot."  |