# Portfolio for Nelva E Brunsting 

MAKING SENSE OF INVESTING

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## Portfolio Summary

| Total Portfolio Value |  |
| :--- | :--- |
| $\mathbf{\$ 2 3 6}, \mathbf{5 5 6 . 4 7}$ |  |
| $\mathbf{1}$ Month Ago | $\$ 250,643.35$ |
| $\mathbf{1}$ Year Ago | $\$ 396,269.98$ |
|  |  |
|  |  |

## Edward Jones can help meet your financial needs.

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| Overview of Investment Accounts |  |  |  |  |
| :--- | :--- | :--- | ---: | ---: | ---: |
| Investment Accounts | Account Holder | Account <br> Number | Value <br> 1 Year Ago | Current <br> Value |
| Living Trust | Nelva E Brunsting | $653-13555-1-6$ | $\$ 130,285.57$ | $\$ 1.05$ |
| Individual Retirement Account | Nelva E Brunsting | $609-91956-1-9$ | $\$ 153.72$ | $\$ 199.20$ |
| Living Trust <br> Advisory Solutions Fund Model | Elmer H Brunsting Decedents Tr | $653-13579-1-8$ | $\$ 265,830.69$ | $\$ 236,356.22$ |
| Total Investment Accounts |  |  | $\mathbf{\$ 3 9 6 , 2 6 9 . 9 8}$ | $\mathbf{\$ 2 3 6 , 5 5 6 . 4 7}$ |

Although account information is provided on this page, it does not guarantee an actual statement was produced. Refer to your account statement for the exact registration and more specific details regarding each account.

Account Holder(s) Elmer H Brunsting Decedents Tr Account Number 653-13579-1-8
Account Type Living Trust
Financial Advisor Doug Williams, 713-464-6071 9525 Katy Freeway Suite 122, Houston, TX 77024

Statement Date Apr 28 - May 25, 2012
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## Living Trust

Anita Kay Brunsting TTEE
U/A DTD 10/10/1996
Elmer H Brunsting Decedents Tr

## The Importance of Social Security to Women

Social Security plays an important role in the lives of most retirees, but this source of retirement income is especially important to women, who often earn less and spend fewer years in the workforce than their male counterparts. Learn more about the role Social Security can play in your retirement and steps you can take to help ensure you are properly prepared for retirement at www.edwardjones.com/socialsecuritywomen.

| Account Value |  |
| :--- | :--- |
| $\mathbf{\$ 2 3 6 , 3 5 6 . 2 2}$ |  |
| $\mathbf{1}$ Month Ago | $\$ 250,443.10$ |
| $\mathbf{1}$ Year Ago | $\$ 265,830.69$ |


| Value Summary |  |  |
| :--- | ---: | ---: |
| Beginning value | $\$ 250,443.10$ | $\$ 232,412.32$ |
| Assets added to account | 0.00 | 0.00 |
| Income | 170.69 | $1,399.11$ |
| Assets withdrawn from account | 0.00 | 0.00 |
| Change in value | $-14,257.57$ | $2,544.79$ |
| Ending Value | $\mathbf{\$ 2 3 6 , 3 5 6 . 2 2}$ |  |


| Summary of Assets (as of May 25, 2012) |  | Advisory Solutions Fund Model |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Cash \& Money Market |  |  |  |  | Ending <br> Balance |
| Money Market $0.01 \%^{*}$ |  |  |  |  | $\$ 2,091.08$ |

* The average yield on the money market fund for the past seven days.

| Mutual Funds | Price | Quantity | Cost Basis | Unrealized Gain/Loss | Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Brandywine Blue | 24.28 | 296.59 | - | - | 7,201.21 |
| Columbia Mid Cap Value | 13.41 | 552.605 | - | - | 7,410.43 |
| Credit Suisse Comm Ret Strat | 7.70 | 1,080.556 | - | - | 8,320.28 |
| Dodge \& Cox Income | 13.61 | 1,414.866 | - | - | 19,256.33 |
| Dodge \& Cox Intl Stock | 28.61 | 785.129 | - | - | 22,462.54 |
| DWS Small Cap Value | 33.98 | 143.03 | - | - | 4,860.16 |
| Fidelity New Insights | 21.65 | 578.962 | - | - | 12,534.53 |
| ING Global Real Estate | 15.89 | 459.086 | - | - | 7,294.88 |
| Investment Co of America | 28.19 | 612.848 | - | - | 17,276.19 |
| JP Morgan Core Bond | 11.99 | 1,193.289 | 13,375.30 | 932.24 | 14,307.54 |
| JP Morgan Fed Mon Mkt | 1.00 | 2,572.95 | - | - | 2,572.95 |
| JP Morgan High Yield | 7.81 | 629.574 | - | - | 4,916.97 |
| Loomis Sayles Inv Grade Bd | 12.20 | 588.714 | - | - | 7,182.31 |
| MFS Research International | 13.47 | 1,160.136 | - | - | 15,627.03 |

Account Holder(s) Elmer H Brunsting Decedents Tr Account Number 653-13579-1-8
Account Type Living Trust
Financial Advisor Doug Williams, 713-464-6071 9525 Katy Freeway Suite 122, Houston, TX 77024

Statement Date Apr 28 - May 25, 2012

Summary of Assets (continued)

| Mutual Funds | Price | Quantity | Cost Basis | Unrealized Gain/Loss | Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| New World | 46.71 | 97.559 | - | - | 4,556.98 |
| Oppenheimer Intl Bd | 6.20 | 1,114.667 | - | - | 6,910.94 |
| Pimco Total Return IV | 10.82 | 674.705 | - | - | 7,300.31 |
| Pioneer Fund | 39.36 | 484.685 | - |  | 19,077.20 |
| T. Rowe Price Equity Income | 23.92 | 722.759 | - | - | 17,288.40 |
| T. Rowe Price New Income | 9.75 | 1,956.531 | - | - | 19,076.18 |
| Thornburg Value | 29.39 | 300.503 | - | - | 8,831.78 |

Total Account Value
\$236,356.22

Summary of Realized Gain/Loss

|  | This Period | This Year |
| :--- | ---: | ---: |
| Short Term (assets held 1 year or less) | $\$ 89.43$ | $\$ 89.45$ |
| Long Term (held over 1 year) | $3,546.46$ | $\mathbf{3 , 5 4 6 . 4 8}$ |
| Total | $\$ 3,635.89$ | $\$ 3,635.93$ |

Summary totals may not include proceeds from uncosted securities or certain corporate actions.

Detail of Realized Gain/Loss from Sale of Securities

|  | Purchase Date | Sale Date | Quantity | Cost Basis | Proceeds | Realized Gain/Loss |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Oppen Comm Strat Ttl Ret | - | 05/09 | 1,270.513 | \$3,885.92 | \$4,205.40 | \$319.48 | LT |
| Oppen Comm Strat Ttl Ret | 12/22/2011 | 05/09 | 85.652 | 261.97 | 283.51 | 21.54 | ST |
| Brandywine Blue | 06/09/2010 | 05/24 | 280.684 | 5,821.73 | 6,815.01 | 993.28 | LT |
| Brandywine Blue | 09/09/2011 | 05/24 | 15.906 | 329.91 | 386.20 | 56.29 | ST |
| Credit Suisse Comm Ret Strat | 09/09/2011 | 05/24 | 162.128 | 1,243.52 | 1,243.52 | 0.00 |  |
| Dodge \& Cox Intl Stock | 06/09/2010 | 05/24 | 378.421 | 10,739.08 | 10,834.19 | 95.11 | LT |
| DWS Small Cap Value | 06/09/2010 | 05/24 | 4.737 | 146.62 | 161.12 | 14.50 | LT |
| Dodge \& Cox Income | 06/09/2010 | 05/24 | 383.36 | 5,070.95 | 5,217.53 | 146.58 | LT |
| Investment Co of America | 06/09/2010 | 05/24 | 195.346 | 4,701.66 | 5,510.72 | 809.06 | LT |
| ING Global Real Estate | 06/09/2010 | 05/24 | 16.961 | 227.39 | 270.52 | 43.13 | LT |
| JP Morgan Core Bond | 06/09/2010 | 05/24 | 21.067 | 240.38 | 252.38 | 12.00 | LT |
| JP Morgan High Yield | - | 05/24 | 587.197 | 4,513.62 | 4,585.99 | 72.37 | LT |
| JP Morgan High Yield | - | 05/24 | 42.377 | 325.75 | 330.97 | 5.22 | ST |
| Loomis Sayles Inv Grade Bd | 09/09/2011 | 05/24 | 13.16 | 163.23 | 160.55 | -2.68 | ST |

## Detail of Realized Gain/Loss from Sale of Securities (continued)

|  | Purchase Date | Sale <br> Date | Quantity | Cost Basis | Proceeds | Realized Gain/Loss |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MFS Research International | 06/09/2010 | 05/24 | 118.569 | 1,484.08 | 1,594.75 | 110.67 | LT |
| Pioneer Fund | 06/09/2010 | 05/24 | 127.549 | 4,332.35 | 5,034.35 | 702.00 | LT |
| Oppenheimer Intl Bd | 06/09/2010 | 05/24 | 359.589 | 2,199.58 | 2,233.05 | 33.47 | LT |
| Pimco Total Return IV | 09/09/2011 | 05/24 | 24.678 | 257.71 | 266.77 | 9.06 | ST |
| T. Rowe Price Equity Income | 06/09/2010 | 05/24 | 34.511 | 701.72 | 826.20 | 124.48 | LT |
| T. Rowe Price New Income | 06/09/2010 | 05/24 | 273.29 | 2,594.25 | 2,664.58 | 70.33 | LT |


| Investment and Other Activity |  |  |  |
| :---: | :---: | :---: | :---: |
| Date | Description | Quantity | Amount |
| 5/01 | Dividend on JP Morgan Core Bond on 1,190.398 Shares @ 0.029 |  | \$34.52 |
| 5/01 | Reinvestment into JP Morgan Core Bond @ 11.94 | 2.891 | -34.52 |
| 5/01 | Dividend on JP Morgan High Yield on 626.568 Shares @ 0.038 |  | 23.81 |
| 5/01 | Reinvestment into JP Morgan High Yield @ 7.92 | 3.006 | -23.81 |
| 5/01 | Dividend on Oppenheimer Intl Bd on 1,111.073 Shares at Daily Accrual Rate |  | 22.93 |
| 5/01 | Reinvestment into Oppenheimer Intl Bd @ 6.38 | 3.594 | -22.93 |
| 5/01 | Dividend on Pimco Total Return IV on 673.353 Shares at Daily Accrual Rate |  | 14.59 |
| 5/01 | Reinvestment into Pimco Total Return IV @ 10.79 | 1.352 | -14.59 |
| 5/01 | Dividend on T. Rowe Price New Income on 1,951.674 Shares at Daily Accrual Rate |  | 47.45 |
| 5/01 | Reinvestment into T. Rowe Price New Income @ 9.77 | 4.857 | -47.45 |
| 5/02 | Dividend on Loomis Sayles Inv Grade Bd on 586.509 Shares @ 0.046 |  | 27.39 |
| 5/02 | Reinvestment into Loomis Sayles Inv Grade Bd @ 12.42 | 2.205 | -27.39 |
| 5/04 | Redeemed JP Morgan Fed Mon Mkt @ 1.00 | -272.29 | 272.29 |
| 5/04 | Advisory Solutions Program Fee |  | -272.29 |
| 5/14 | Sell Oppen Comm Strat Ttl Ret @ 3.31 as of 05/09/12 | -1,356.165 | 4,488.91 |
| 5/14 | Buy Credit Suisse Comm Ret Strat @ 7.87 as of 05/09/12 | 570.382 | -4,488.91 |


| Pending Trades | Settlement <br> Date | Total <br> Amount |  |
| :--- | :--- | ---: | ---: |
| Date | Description | $5 / 30 / 2012$ | $\$ 2,116.08$ |
| $5 / 24$ | Pending buy of JP Morgan Fed Mon Mkt 2,116.08 @ 1.00 | $5 / 30 / 2012$ | $7,201.21$ |
| $5 / 24$ | Pending sell of Brandywine Blue 296.59 @ 24.28 | $5 / 30 / 2012$ | $7,033.54$ |
| $5 / 24$ | Pending buy of Blackrock Cap App 305.806 @ 23.00 | $5 / 30 / 2012$ | $4,689.03$ |
| $5 / 24$ | Pending buy of Baron Small Cap 190.611 @ 24.60 | $5 / 30 / 2012$ | $4,689.03$ |
| $5 / 24$ | Pending buy of Capital World Bond 227.182 @ 20.64 | $5 / 30 / 2012$ | $4,488.74$ |
| $5 / 24$ | Pending buy of Capital World Growth \& Income 137.103 @ 32.74 |  |  |

## Pending Trades (continued)

| Date | Description | Settlement Date | Total Amount |
| :---: | :---: | :---: | :---: |
| 5/24 | Pending buy of Capital World Growth \& Income 219.951 @ 32.74 | 5/30/2012 | 7,201.21 |
| 5/24 | Pending sell of Credit Suisse Comm Ret Strat 162.128 @ 7.67 | 5/30/2012 | 1,243.52 |
| 5/24 | Pending buy of Columbia Mid Cap Value 323.039 @ 13.40 | 5/30/2012 | 4,328.72 |
| 5/24 | Pending sell of Dodge \& Cox Intl Stock 378.421 @ 28.63 | 5/30/2012 | 10,834.19 |
| 5/24 | Pending sell of DWS Small Cap Value 4.737 @ 34.01 | 5/30/2012 | 161.12 |
| 5/24 | Pending sell of Dodge \& Cox Income 383.36 @ 13.61 | 5/30/2012 | 5,217.53 |
| 5/24 | Pending buy of Fidelity New Insights 69.024 @ 21.70 | 5/30/2012 | 1,497.82 |
| 5/24 | Pending sell of Investment Co of America 195.346 @ 28.21 | 5/30/2012 | 5,510.72 |
| 5/24 | Pending sell of ING Global Real Estate 16.961 @ 15.95 | 5/30/2012 | 270.52 |
| 5/24 | Pending sell of JP Morgan Core Bond 21.067 @ 11.98 | 5/30/2012 | 252.38 |
| 5/24 | Pending sell of JP Morgan High Yield 629.574 @ 7.81 | 5/30/2012 | 4,916.97 |
| 5/24 | Pending sell of Loomis Sayles Inv Grade Bd 13.16 @ 12.20 | 5/30/2012 | 160.55 |
| 5/24 | Pending buy of Mainstay High Yield Corp Bd 757.183@ 5.90 | 5/30/2012 | 4,467.38 |
| 5/24 | Pending buy of Mainstay High Yield Corp Bd 833.385 @ 5.90 | 5/30/2012 | 4,916.97 |
| 5/24 | Pending sell of MFS Research International 118.569 @ 13.45 | 5/30/2012 | 1,594.75 |
| 5/24 | Pending buy of New World 52.895 @ 46.71 | 5/30/2012 | 2,470.71 |
| 5/24 | Pending sell of Pioneer Fund 127.549 @ 39.47 | 5/30/2012 | 5,034.35 |
| 5/24 | Pending sell of Oppenheimer Intl Bd 359.589 @ 6.21 | 5/30/2012 | 2,233.05 |
| 5/24 | Pending sell of Pimco Total Return IV 24.678 @ 10.81 | 5/30/2012 | 266.77 |
| 5/24 | Pending sell of T. Rowe Price Equity Income 34.511 @ 23.94 | 5/30/2012 | 826.20 |
| 5/24 | Pending sell of T. Rowe Price New Income 273.29 @ 9.75 | 5/30/2012 | 2,664.58 |
| 5/24 | Pending buy of Thornburg Value 16.571 @ 29.52 | 5/30/2012 | 489.18 |

## Understanding Risk

While few people enjoy taking risk, it's a normal part of investing. In fact, some risk is actually beneficial and serves a valuable purpose. If investors didn't accept some risk, there wouldn't be the potential to achieve higher returns. However, it's important to ensure you're not taking on unnecessary risk. The goal is to determine what level of risk you're comfortableaccepting and then balance it with the required risk necessary to achieve your long-term goals.

## What Is Risk?

Risk in the investment world is usually associated with volatility. At its most basic level, risk refers to uncertainty and is much broader than volatility and the potential for (and size of) losses. Perhaps the biggest risk you may face is not reaching your financial goals. For example, a portfolio that is all in cash may have little volatility, but it also won't provide any growth potential or inflation protection. For retirees, not keeping up with inflation or not having the right withdrawal strategy can lead to another major risk: the risk of outliving your money. Ultimately, the key is to determine what level of risk is appropriate to help you achieve your goals.

## Determining the Right Level of Risk

While risk may come in many forms, the process of determining what level of risk you're comfortable with covers three main areas.

1. Risk tolerance refers to your comfort level with taking risk. Gauging risk tolerance is important because you're unlikely to reach your long-term goals if you abandon your strategy due to short-term market volatility.
2. Risk capacity considers your ability to handle risk. Your investment time horizon is one of the biggest factors in determining risk capacity. If you're young and saving for retirement, you have a long time to make up for losses. Other factors, such as income needs, may also influence your risk capacity. Investors with substantial fixed expenses may be unable to tolerate much volatility.
3. Required risk refers to the level of risk necessary to achieve your investment goals. The higher the return necessary to reach your goals, the more potential risk you'll need to take to achieve them.

## The Balancing Act

The next step is a balancing act, as there may be a discrepancy between how much risk you are comfortable taking and how much you actually must take to achieve your goals. Meet with your financial advisor to discuss your goals and the amount of risk you're willing to take to reach them. You may need to make some difficult decisions, but ultimately, these decisions can help you find the proper balance and may help you avoid the biggest risk you face: not reaching your financial goals.

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| :---: | :---: | :---: | :---: | :---: |
| 㖘 | Toll Free Phone 800－441－2357 | Monday－Friday <br> 7am－7pm CST | － | Online Account Access www．edwardjones．com／access |
| 区 | 201 Progress Parkway <br> Maryland Heights，MO 63043 |  | 妬 | Edward Jones Online Support 800－441－5203 |


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| :---: | :---: |
| 梮 | Edward Jones MasterCard 800－362－6299 |
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