

Living Trust

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U/A DTD 10/10/1996
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Improve your financial health in 2012.

'Tis the season for New Year's resolutions, and adopting such goals as reducing your debt, building an emergency fund, saving more for retirement and creating an estate plan can substantially improve your long-term financial outlook. If you need help getting started, give your financial advisor a call. He or she can help you create reasonable and attainable goals -- and then help you stick with them.

Account Value

\$232,412.32

1 Month Ago	\$221,775.01
1 Year Ago	\$267,302.58

Value Summary

	This Period	This Year
Beginning value	\$221,775.01	\$267,302.58
Assets added to account	0.00	0.00
Income	2,601.36	6,583.91
Assets withdrawn from account	-179.00	-24,125.23
Change in value	8,214.95	-17,348.94

Ending Value \$232,412.32

Summary of Assets (as of Dec 31, 2011)

Advisory Solutions Fund Model

					Ending Balance
Cash & Money Market					\$2,041.63
Money Market 0.01%*					
Mutual Funds	Price	Quantity	Amount Invested Since Inception	Amount Withdrawn Since Inception	Value
Brandywine Blue	22.99	296.59	9,176.79	-3,484.04	6,818.60
Columbia Mid Cap Value	12.81	551.885	9,233.93	-3,818.02	7,069.65
Credit Suisse Comm Ret Strat	8.18	510.174	4,849.22	-92.48	4,173.22
Dodge & Cox Income	13.30	1,400.929	29,408.39	-13,007.03	18,632.36
Dodge & Cox Intl Stock	29.24	785.129	31,513.60	-11,710.56	22,957.17
DWS Small Cap Value	32.68	143.03	6,293.45	-2,300.07	4,674.22
Fidelity New Insights	19.96	578.962	14,708.61	-5,811.56	11,556.08
ING Global Real Estate	15.00	453.922	8,821.62	-3,471.27	6,808.83
Investment Co of America	27.04	610.22	20,934.84	-7,629.64	16,500.35
JP Morgan Core Bond	11.83	1,177.455	26,464.91	-14,828.25	13,929.29
JP Morgan Fed Mon Mkt	1.00	3,924.09	—	—	3,924.09
JP Morgan High Yield	7.62	612.317	5,881.08	-1,960.07	4,665.86
Loomis Sayles Inv Grade Bd	11.94	579.802	7,273.83	-272.45	6,922.84

Summary of Assets (continued)

Mutual Funds	Price	Quantity	Amount Invested Since Inception	Amount Withdrawn Since Inception	Value
MFS Research International	13.73	1,160.136	21,215.13	-8,473.65	15,928.67
New World	45.79	97.559	5,991.46	-2,072.95	4,467.23
Oppen Comm Strat Ttl Ret	3.35	1,356.165	11,762.17	-9,506.03	4,543.15
Oppenheimer Intl Bd	6.20	1,099.078	8,821.62	-2,980.28	6,814.28
Pimco Total Return IV	10.53	666.98	7,273.83	-337.20	7,023.30
Pioneer Fund	38.75	482.843	24,149.08	-9,326.42	18,710.17
T. Rowe Price Equity Income	23.06	719.089	21,020.08	-7,751.48	16,582.19
T. Rowe Price New Income	9.68	1,930.487	26,468.80	-9,899.73	18,687.11
Thornburg Value	29.89	300.503	12,633.73	-4,394.54	8,982.03
Total Account Value					\$232,412.32

Investment and Other Activity

Date	Description	Quantity	Amount
12/01	Sell Columbia Mid Cap Value @ 12.77	-0.441	\$5.63
12/01	Sell Dodge & Cox Income @ 13.25	-1.897	25.14
12/01	Sell Investment Co of America @ 27.03	-0.849	22.96
12/01	Dividend on JP Morgan Core Bond on 1,178.306 Shares @ 0.034		40.15
12/01	Sell JP Morgan Core Bond @ 11.79	-2.529	29.82
12/01	Reinvestment into JP Morgan Core Bond @ 11.79	3.405	-40.15
12/01	Dividend on JP Morgan High Yield on 604.489 Shares @ 0.049		29.67
12/01	Sell JP Morgan High Yield @ 7.65	-0.997	7.63
12/01	Reinvestment into JP Morgan High Yield @ 7.65	3.878	-29.67
12/01	Sell Loomis Sayles Inv Grade Bd @ 12.08	-0.045	0.54
12/01	Sell Pioneer Fund @ 39.06	-0.321	12.52
12/01	Dividend on Oppenheimer Intl Bd on 1,076.241 Shares at Daily Accrual Rate		23.27
12/01	Reinvestment into Oppenheimer Intl Bd @ 6.29	3.7	-23.27
12/01	Sell Oppen Comm Strat Ttl Ret @ 3.65	-1.482	5.41
12/01	Sell Pimco Total Return IV @ 10.37	-1.34	13.90
12/01	Dividend on Pimco Total Return IV on 669.635 Shares at Daily Accrual Rate		13.84
12/01	Reinvestment into Pimco Total Return IV @ 10.37	1.335	-13.84
12/01	Sell T. Rowe Price Equity Income @ 22.76	-0.865	19.69
12/01	Dividend on T. Rowe Price New Income on 1,922.955 Shares at Daily Accrual Rate		50.92
12/01	Sell T. Rowe Price New Income @ 9.64	-3.71	35.76
12/01	Reinvestment into T. Rowe Price New Income @ 9.64	5.282	-50.92
12/02	Dividend on Loomis Sayles Inv Grade Bd on 566.34 Shares @ 0.05		28.43

Investment and Other Activity (continued)

Date	Description	Quantity	Amount
12/02	Reinvestment into Loomis Sayles Inv Grade Bd @ 12.04	2.361	-28.43
12/02	Direct Payment to Bank of America, N.A.		-179.00
12/06	Redeemed JP Morgan Fed Mon Mkt @ 1.00	-256.62	256.62
12/06	Advisory Solutions Program Fee		-256.62
12/08	Long Term Capital Gain on T. Rowe Price New Income on 1,928.237 Shares @ 0.04		77.13
12/08	Short Term Capital Gain on T. Rowe Price New Income on 1,928.237 Shares @ 0.02		38.56
12/08	Reinvestment into T. Rowe Price New Income @ 9.62	4.008	-38.56
12/08	Reinvestment into T. Rowe Price New Income @ 9.62	8.018	-77.13
12/09	Dividend on MFS Research International on 1,135.703 Shares @ 0.295		335.71
12/09	Reinvestment into MFS Research International @ 13.74	24.433	-335.71
12/13	Dividend on Columbia Mid Cap Value on 563.649 Shares @ 0.046		26.01
12/13	Reinvestment into Columbia Mid Cap Value @ 12.51	2.079	-26.01
12/14	Dividend on T. Rowe Price Equity Income on 738.154 Shares @ 0.13		95.96
12/14	Reinvestment into T. Rowe Price Equity Income @ 22.32	4.299	-95.96
12/16	Long Term Capital Gain on JP Morgan Core Bond on 1,181.711 Shares @ 0.022		26.07
12/16	Reinvestment into JP Morgan Core Bond @ 11.85	2.2	-26.07
12/16	Long Term Capital Gain on JP Morgan High Yield on 608.367 Shares @ 0.096		58.93
12/16	Short Term Capital Gain on JP Morgan High Yield on 608.367 Shares @ 0.059		36.12
12/16	Reinvestment into JP Morgan High Yield @ 7.58	4.765	-36.12
12/16	Reinvestment into JP Morgan High Yield @ 7.58	7.774	-58.93
12/19	Long Term Capital Gain on Credit Suisse Comm Ret Strat on 509.391 Shares @ 0.012		6.24
12/19	Reinvestment into Credit Suisse Comm Ret Strat @ 7.97	0.783	-6.24
12/20	Dividend on DWS Small Cap Value on 142.441 Shares @ 0.467		66.58
12/20	Long Term Capital Gain on DWS Small Cap Value on 142.441 Shares @ 0.296		42.21
12/20	Reinvestment into DWS Small Cap Value @ 30.96	1.363	-42.21
12/20	Reinvestment into DWS Small Cap Value @ 30.96	2.151	-66.58
12/21	Dividend on Dodge & Cox Intl Stock on 765.057 Shares @ 0.759		580.68
12/21	Reinvestment into Dodge & Cox Intl Stock @ 28.93	20.072	-580.68
12/21	Dividend on Dodge & Cox Income on 1,390.376 Shares @ 0.141		196.04
12/21	Reinvestment into Dodge & Cox Income @ 13.25	14.795	-196.04
12/22	Dividend on Oppen Comm Strat Ttl Ret on 1,270.513 Shares @ 0.224		285.22
12/22	Reinvestment into Oppen Comm Strat Ttl Ret @ 3.33	85.652	-285.22
12/23	Fee Offset Less Admin Fee		13.85
12/23	Dividend on Investment Co of America on 620.669 Shares @ 0.187		116.38
12/23	Reinvestment into Investment Co of America @ 26.92	4.323	-116.38
12/23	Dividend on Pioneer Fund on 490.067 Shares @ 0.194		95.42
12/23	Reinvestment into Pioneer Fund @ 38.67	2.468	-95.42

Investment and Other Activity (continued)

Date	Description	Quantity	Amount
12/27	Dividend on Thornburg Value on 300.242 Shares @ 0.026		7.84
12/27	Reinvestment into Thornburg Value @ 30.00	0.261	-7.84
12/28	Sell Columbia Mid Cap Value @ 12.89	-13.843	178.43
12/28	Sell DWS Small Cap Value @ 33.03	-2.925	96.61
12/28	Sell Dodge & Cox Income @ 13.22	-4.242	56.08
12/28	Sell Fidelity New Insights @ 20.08	-3.557	71.43
12/28	Sell Investment Co of America @ 27.11	-14.772	400.48
12/28	Sell JP Morgan Core Bond @ 11.82	-6.456	76.31
12/28	Sell JP Morgan High Yield @ 7.64	-8.589	65.62
12/28	Dividend on Loomis Sayles Inv Grade Bd on 568.701 Shares @ 0.117		67.05
12/28	Long Term Capital Gain on Loomis Sayles Inv Grade Bd on 568.701 Shares @ 0.084		47.77
12/28	Short Term Capital Gain on Loomis Sayles Inv Grade Bd on 568.701 Shares @ 0.029		16.95
12/28	Reinvestment into Loomis Sayles Inv Grade Bd @ 11.87	1.428	-16.95
12/28	Reinvestment into Loomis Sayles Inv Grade Bd @ 11.87	4.024	-47.77
12/28	Reinvestment into Loomis Sayles Inv Grade Bd @ 11.87	5.649	-67.05
12/28	Dividend on New World on 95.95 Shares @ 0.768		73.75
12/28	Reinvestment into New World @ 45.85	1.609	-73.75
12/28	Sell Pioneer Fund @ 39.01	-9.692	378.08
12/28	Sell Pimco Total Return IV @ 10.44	-3.99	41.66
12/28	Sell T. Rowe Price Equity Income @ 23.17	-23.364	541.35
12/28	Sell T. Rowe Price New Income @ 9.61	-9.776	93.95
12/30	Dividend on Oppenheimer Intl Bd on 1,079.941 Shares at Daily Accrual Rate		118.46
12/30	Reinvestment into Oppenheimer Intl Bd @ 6.19	19.137	-118.46

Money Market Detail

Date	Description	Deposits	Withdrawals
12/02	Deposit	\$179.00	
12/05	Withdrawal		-179.00
12/27	Deposit	13.85	
12/29	Deposit	2,000.00	
Total		\$2,192.85	-\$179.00

Variable, Reliable and Rising Income: Which Type Is Right for You?

With all the recent turmoil of the world political scene and the market here at home, it's easy to become overwhelmed with the present and lose sight of developing your long-term investment strategy.

When planning, you should always consider your investment needs, but it's also important to understand that all income is not created equally.

There are three basic types of income:

1. Variable income investments provide less predictable income because that income can change.
2. Reliable income investments offer a more stable income stream over time.
3. Rising income investments offer the potential for rising income and can help combat inflation risks.

Which type of income is right for you?

To build a comprehensive income strategy, all three types of income potentially play an important role in your investment portfolio. Each type has benefits and trade-offs, but when used together, they can help you better achieve your income needs.

Your situation, including your income needs and risk preferences, will determine what balance of variable, reliable and rising income investments is most appropriate for you.

How much of each type do you need?

We believe that variable, reliable and rising income all have places in a well-diversified investment portfolio. However, it's important to maintain an appropriate balance for your particular situation. Too much in one or not enough in another could expose you to risks and ultimately prevent you from reaching your long-term financial goals.

That's why we recommend working with your financial advisor to determine how to best fulfill your income needs for today.

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