FERGUSON WELLMAN
CAPITAL MANAGEMENT

WEALTH PLANNING

Without a plan, it is difficult to know if your financial assets, strategies, and decisions are coming together in a way that will ultimately achieve your unique goals and in the most productive way possible.

At Ferguson Wellman and West Bearing we believe wealth planning is an ongoing process, developed over time and enhanced by a deep knowledge of you, your goals, and your financial resources.

Our Wealth Horizon™ process is the cornerstone of our wealth management offering and is a designed to assess your plan in its entirety, including understanding your financial, family and philanthropic goals, your portfolio, cash flows, and other financial resources, your retirement date and life span, tax issues, social security and other important variables. Completing the wealth horizon process will give you a clearer idea of where you are at now and how sensitive your plan is to market volatility and other changes.

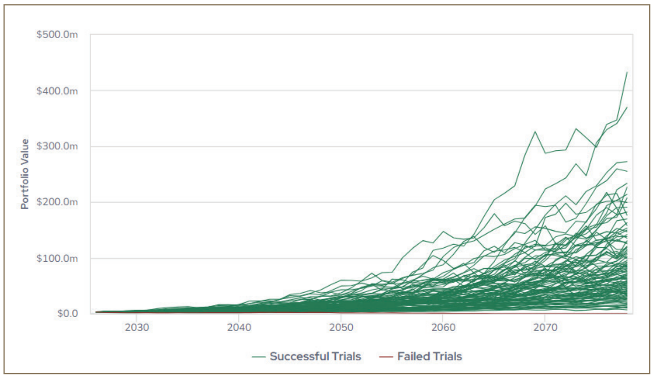
Wealth Horizon™ can help to answer questions such as:

- Can I retire earlier?
- How much can I afford to give to charity?
- Can my portfolio withstand a costly medical event?
- How much could my estate save in taxes by gifting during my lifetime?
- Does my portfolio have too much concentration in one stock?

Every client we serve is in a unique place in his or her investing life and is facing different opportunities and challenges, so every Wealth Horizon™ plan is customized to accommodate their specific circumstances.

The most important piece of this puzzle is the client(s) themselves. Wealth Horizon™ is meant to be an interactive process to help clients outline their goals and the identify the steps needed to achieve those goals. While much of the analysis revolves around discussions of quantitative data, the primary goal of Wealth Horizon™ is to support someone's life and how they want to live it. The interactive nature of Wealth Horizon™ allows for discussion and immediate assessment of how changes may impact the success of their plan.

STRESS TEST



A key component of Wealth Horizon™ is the Monte Carlo Analysis, which calculates the probability of plan success given varying conditions. This stress tests a client's plan by simulating varying rates of return that an investor may experience given their asset allocation and portfolio withdrawals over their lifetime. By running 1,000 trials using these

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varying rates of return, Monte Carlo provides the probability of successfully meeting your goals.

SCENARIO ANALYSIS

Once financial data, goals, and variables have been entered and the Monte Carlo simulation completed, we are able to show a side by side comparison of how changing specific variables will impact the plan over time.

For example, in the illustration below, we have three scenarios. We can see that increased equity in retirement (scenario 2) may lower the probability of success but increase the assets available to leave to heirs. Additionally, we can see that spending less in retirement (scenario 3) increases both the probability of success and the assets available to leave to heirs when compared to the current scenario.

PLANNING IS ONGOING

For planning to be meaningful, it needs to evolve over time and account for changing variables that impact client goals including economic and market conditions, life events, regulatory changes, and financial needs.

If you have not completed a Wealth Horizon™ or changes have occurred in your life that warrant a refresh, please contact your Portfolio Manager to begin the process. We will provide you with a Data Gathering Form to capture all the necessary information to get started on your unique Wealth Horizon analysis.

Goals	Estimated % of Goals Funded		
	Current Scenario	Max Spending	What If Scenario 2
	Average Returns	Average Returns	Average Returns
Needs 10 Basic Living Expense 10 Mortgage 10 Property Taxes 10 Health Care	100%	100%	100%
Wants	100%	100%	100%
Safety Margin (Value at End Of Plan) Current Dollars Future Dollars	 $11,291,659 $52,516,220	 $7,720,679 $35,907,999	 $11,377,179 $52,913,963
Monte Carlo Results	**Likelihood of Funding All Goals**		
Your Confidence Zone 70% - 90% Edit	99% Probability of Success **Above Confidence Zone**	92% Probability of Success **Above Confidence Zone**	99% Probability of Success **Above Confidence Zone**

This is provided for illustrative purposes only and does not reflect any one client's experience. Client experiences will vary depending on individual circumstances. This is in no way intended as a guarantee of future results; actual outcomes and results may differ materially from those expressed above.