



FINANCIAL PLANNING

The development of a comprehensive financial plan creates a multi-dimensional portrait that leads to a strategy suitable for your present and future goals.

At Pennsylvania Trust, the process is a comprehensive approach that utilizes an in-depth analysis of each area of your life to tailor a plan to your needs.

After the plan is designed, an implementation strategy is undertaken to assure that your needs and wishes are carried out with appropriate actions.

Ongoing monitoring and review enables your plan to continue to meet those needs, and/or if necessary, make appropriate adjustments.

Pennsylvania Trust in coordination with your advisory team members, attorney, accountant, broker, can see that once finalized, the financial plan is executed and monitored to your satisfaction.

THE FINANCIAL PLANNING PROCESS

I. Research

Identification and prioritization of short-term and long-term goals and an inventory of financial resources.

II. Analysis

Evaluation of current financial resources and situation. Identification of areas of concern and development of the plan to help reach the goals.

III. Recommendations

The plan is designed with a number of recommendations and alternatives.

IV. Implementation

A variety of actions, depending on the scope and complexity of the plan which may require asset repositioning, certain charitable giving strategies, creation of trusts, or foundations all in coordination with existing advisory team.

V. Managing and Monitoring

Regular reviews, updating the plan and implementation of any adjustments as circumstances and goals change.

OUR PARTNERS

Financial Planning at Pennsylvania Trust is made available through an arrangement with Janney Montgomery Scott, LLC* which is an affiliate of Pennsylvania Trust, sharing the corporate ownership by Penn Mutual Life Insurance Company.

*Member NYSE, FINRA, SIPC

For further information including fees, please contact your Administrative Officer.

Five Radnor Corporate Center
Suite 450
100 Matsonford Road
Radnor, Pennsylvania 19087
610.975.4300
800.975.4316
610.975.4324 F
www.penntrust.com

For individual investors requiring close personal attention to their specific financial interests and for institutional investors seeking a quality component for their portfolio allocation, Pennsylvania Trust offers investment expertise that aims at both growing assets and preserving them.

We are a closely integrated team of experienced investment managers well positioned to respond with agility to dynamic markets. We pursue a highly disciplined investment style with which we design individual client portfolios—portfolios that reflect an understanding of clients' immediate objectives as well as future ones. We develop new products as they seem appropriate to client needs. We protect wealth as we grow it.

As the financial environment has grown both more complex and more opportunistic, clients seek solid solutions and trusted advice. Since 1986, Pennsylvania Trust has provided both vision and its rewards.

Pennsylvania Trust provides investment management and trust services for individuals, families and institutions including private foundations, endowments and both public and private employee benefit plans. We currently have over \$1.4 billion under management. Founded in 1986, Pennsylvania Trust was acquired by Penn Mutual in 1991, retaining its autonomy but gaining the stability and capabilities of a \$13 billion financial services company of national repute.

Pennsylvania Trust is committed to

conduct all our relationships with integrity and to maintain the highest ethical standards;

provide outstanding professional and personalized services;

produce superior investment results consistent with client objectives;

and retain exceptionally skilled individuals, empowering them with state-of-the-art technology.

PENNSYLVANIA TRUST



Richardson T. Merriman
President and Chief Executive Officer

Lee J. Anderson, CFA
Senior Vice President
Chief Information Officer

William H. Haines, IV
Senior Vice President
Director of Client Services

Irwin S. Love, Esq., CTFE
Senior Vice President
Chief Fiduciary Officer

George C. McFarland, Jr., Esq.
Senior Vice President
Portfolio Management
Director of Trust and Account Administration

Barbara S. Wood, CPA
Senior Vice President, Treasurer
Chief Financial Officer

Willard N. Woolbert
Senior Vice President
Chief Investment Officer

Pierce Archer
Senior Vice President
Portfolio Management

Nils L. Berglund
Senior Vice President
Portfolio Management

Frederic N. Dittmann, CFA
Senior Vice President
Portfolio Management

JoAnne T. Fredericks, CFA
Senior Vice President
Portfolio Management

Jean E. Hunt, Esq., CPA
Senior Vice President
Trust and Account Administration

Larry H. Lehrfeld
Senior Vice President
Tax Administration

Charles L. Sheppard, II
Senior Vice President
Director of Investment Research

Randy G. Thomas, CPA, CFP®
Senior Vice President
Tax Administration

Radclyffe F. Thompson, CFP®
Senior Vice President
Business Development

J. William Widing, III, Esq.
Senior Vice President
Trust and Account Administration

Carolyn L. Wyeth
Senior Vice President
Trust and Account Administration

Kenneth R. Brightcliffe
Vice President
Equity and Fixed Income Trading

Karen H. Harr
Vice President
Trust Operations

Monica P. Ruggio
Vice President
Trust Operations

Debra S. Tongue
Vice President
Trust and Account Administration

Noni-Kai S. Williams
Operations Officer
Trust Operations

Kristen L. Behrens, Esq.
Trust Administrator
Trust and Account Administration

Adam T. Rogers
Account Manager
Portfolio Management

CONSULTANTS

Kevin R. Fisher
Senior Technology Consultant

Francis R. Grebe, Esq.
Senior Trust Consultant

Donald E. Lewin, Ph.D.
Senior Investment Consultant

Five Radnor Corporate Center
Suite 450
100 Matsonford Road
Radnor, Pennsylvania 19087
610.975.4300
800.975.4316
610.975.4324 F
www.penntrust.com