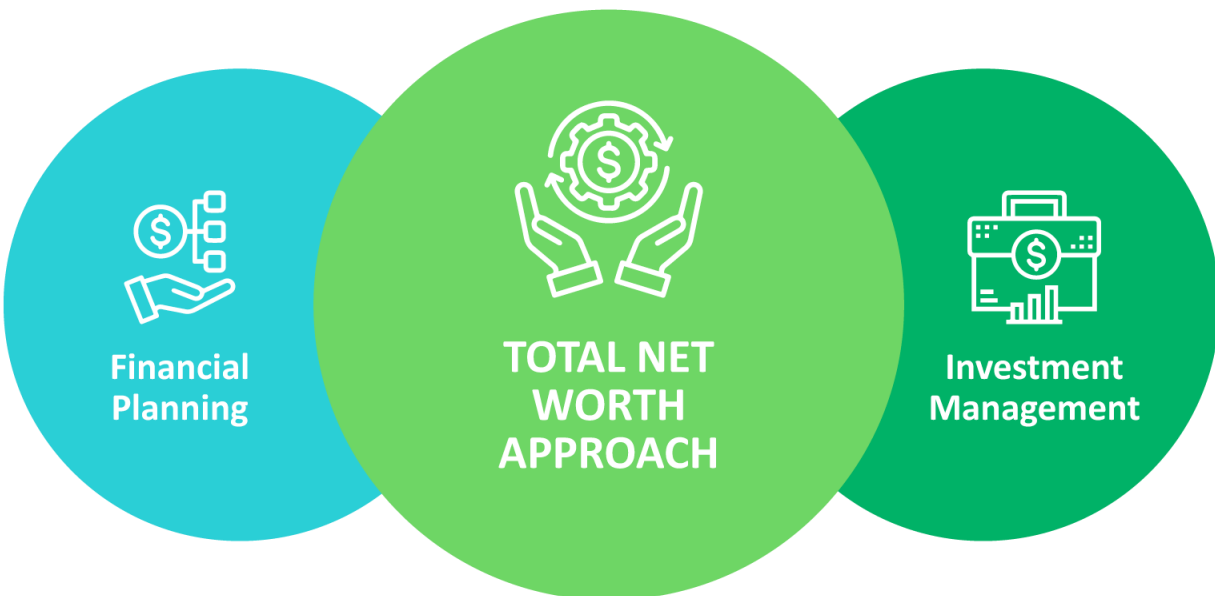


Winthrop Wealth, a Boston-based advisory firm, provides wealth planning and investment management services, as well as tax planning strategies, and estate planning strategies to institutions, high net worth and ultra-high net worth individuals, families, and business owners. For more than 30 years, our senior founding partners have helped clients manage many aspects of their financial lives by providing fresh ideas, experience, and personalized service through Winthrop Wealth and prior firms. As of December 31, 2022, Winthrop Wealth has \$1.81 Billion advisory assets under management on a discretionary basis, serves over 500 families, and has been proudly recognized as one of Forbes Top RIA Firms of 2022*.

At Winthrop Wealth, we apply a Total Net Worth Approach to wealth management that combines both comprehensive financial planning and investment management. While financial planning and investment management can function successfully on their own, we believe the combination produces a whole greater than the sum of its parts. We seek to consider the client's entire financial picture and their goals in the context of each recommendation or decision. *No investment strategy assures success or protects against loss.*

We create custom strategies for our client's entire financial picture by implementing a proactive, conservative, and risk-based approach to both financial planning and investment management. Investments held outside of our management and/or other assets, including real estate, business ownership interests, restricted stock, insurance policies, and annuities are taken into consideration.



**Data provided by SHOOK® Research, LLC – Data as of 12/31/21. Ranking awarded 10/25/2022 and published by Forbes. America's Top Registered Investment Advisor Firms ranking was developed by SHOOK Research. Neither SHOOK nor Forbes receive compensation in exchange for its Registered Investment Advisor Firm placements or rankings.*

We are committed to helping our clients live life to the fullest. Our proactive approach to wealth management involves anticipating changes, identifying opportunities, and seeking the best life imaginable for our clients. While many external factors are beyond our control, we do have control over our philosophy and process to help navigate these challenges effectively. In line with this principle, we believe in a simple adage: “there is no such thing as bad weather, only bad clothing choices.”

As you embark on your financial journey toward your aspirational goals and objectives, think of the financial plan as your roadmap, the investment portfolio as your sturdy vessel, and our Winthrop Wealth team as the steadfast crew who will accompany you.

You may have a well-constructed financial plan or investment portfolio today, but both will need to evolve as the environment or your personal circumstances change. Both planning and investing are dynamic as change is constant. The team at Winthrop Wealth is with you every step of the way to make proactive adjustments or to respond to new developments. We are with you, for life.

Financial Plan – The Roadmap



- Plots the course to your long-term goals.
- Drives the investment strategy.
- Defines cash flow needs, seeks to optimize account structures, considers estate planning and tax mitigation strategies, and helps determine the appropriate asset allocation based on the client’s willingness and ability to take risk.

Investment Portfolio – The Vessel



- Assists you in pursuing your specific objectives.
- Designed with a goal to help navigate challenging markets through a comprehensive and repeatable process by utilizing a blend of experience and data analysis.
- A globally diversified and actively managed portfolio that is constructed with a long-term approach. *Diversification does not protect against market risk.*

Winthrop Wealth Team – The Crew



- Our multi-generational team has the skills and experience to analyze and adapt to ever-changing complexities.
- We believe we can make the biggest difference for our clients when things get challenging, when markets are volatile, and when the environment is changing (life events, new tax rules, new regulations, and other developments).

Investment Philosophy

Our Total Net Worth Approach serves as the foundation for our investment philosophy. Based upon the output of the financial plan, our goal is to provide a customized portfolio aligned with our client's target objectives, and entire net worth.

Markets have historically increased over time despite frequent drawdowns as successful corporations have been able to figure out ways to generate profits through advances in innovation and productivity. To capitalize on the power of compounding, we believe in the benefits of staying **Disciplined, Opportunistic, and Diversified**, while striving to **Mitigate** fees, taxes, and expenses. In our opinion, adhering to a structured process and executing on all these components should help keep our clients on track toward pursuing their long-term objectives. *Historically, equity markets have recovered from recessions and downturns. Past performance is no guarantee of future returns. There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio. Diversification does not protect against market risk.*



Disciplined

We follow a disciplined investment process designed to be data driven, comprehensive, and consistent.

We believe that investment strategies should employ a long-term approach as markets can be extremely volatile in the short-term.

We do not believe in market timing.



Opportunistic

The portfolios are actively managed and reflect the evolving views of the Winthrop Wealth Investment Committee.

Market volatility and dislocations can be used to our advantage by tax-loss harvesting, repositioning, and rebalancing portfolios.

Not a “set is and forget it” strategy.



Diversified

We believe that diversified portfolios can produce more consistent results. *Diversification does not protect against market risk.*

Allocate across regions, countries, market caps, sectors, industries, duration, and credit quality.

Avoids single strategy over-concentration.



Mitigate

Fees, Taxes and Expenses, by striving to achieve target investment exposures in an efficient manner and to avoid unnecessary disbursements.

Noise, by refusing to get caught up in the “crisis of the day” and focusing on what matters.

Investment Process

Our portfolio construction process is designed to be **comprehensive, consistent, and repeatable** by utilizing a blend of experience and data analysis. Each member of our Investment Committee has multiple years’ experience working directly with clients as a financial advisor or an investment manager. We have gone to great lengths to build customized models and dashboards to help ensure quality financial data that permits for an optimal portfolio management process.



In our view, our approach has helped our clients navigate through challenging financial markets and ultimately pursue their goals and objectives. The output of our process is an all-weather globally diversified portfolio designed with a goal to provide competitive performance in any market environment. While our investment philosophy remains largely unchanged, we strive to improve our process each year. *No strategy assures success. There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio.*

Portfolio Construction

The portfolios are actively managed and reflect the evolving views of the Winthrop Wealth Investment Committee.

Portfolio Optimization, Exposure Analysis, Scenario Analysis.

Output is a globally diversified portfolio designed with a goal to provide competitive performance in any market environment.

Security Selection

Investment vehicles designed to achieve our target investment exposures while keeping expenses low.

Individual securities, mutual funds, ETFs, and alternatives.

Bottom-up analysis of the fund holdings.

Asset Allocation

We believe Asset Allocation drives portfolio return performance. *Asset allocation does not ensure a profit or protect against loss or market risk.*

WW proprietary models and dashboards to form views on various asset classes.

Implement and monitor investment exposures across regions, countries, styles, market caps, sectors, industries, duration, and credit quality.

Risk Management

WW Financial Plan drives investment strategy.

- Personalized investment objective and overall target asset allocation.
- Define short-term cash needs and long-term goals and objectives.

Investment parameters limit deviations from strategic weights.

Bloomberg Portfolio Risk Management Overlay.

Disclosures

Content in this material is for general information only and not intended to provide specific advice or recommendations for any individual.

Financial planning is a tool intended to review your current financial situation, investment objectives and goals, and suggest potential planning ideas and concepts that may be of benefit. There is no guarantee that financial planning will help you reach your goals.

No investment strategy assures success or protects against loss.

Asset allocation does not ensure a profit or protect against loss. There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio.

Diversification does not protect against market risk. Past performance of a security does not guarantee future success.

All investing involves risk which you should be prepared to bear.

Rebalancing a portfolio may cause investors to incur tax liabilities and/or transaction costs and does not assure a profit or protect against a loss.

Securities offered through LPL Financial, Member FINRA/SIPC. Investment advice offered through Winthrop Wealth, a Registered Investment Advisor and separate entity from LPL Financial.