

**Top Equity Money
Manager Picks**

First Quarter, 2014





WrapManager's Top Equity Money Manager Picks First Quarter 2014

To help investors discover and evaluate money manager strategies, WrapManager's Investment Policy Committee highlights certain strategies each quarter. These encompass a wide range of asset classes and investment disciplines. Here are this quarter's strategies:

Brookmont Capital Management Dividend Equity

Cambiar Investors International Equity ADR

ClearBridge Investments Multi-Cap Growth

Granite Investment Partners Small Cap Growth

What's In This Report, and How to Use It

For each money manager strategy there is a brief description of the style of strategy, and the strategy itself.

If you would like to learn more about one of the strategies, simply click "Request More Information." One of our Wealth Managers will reach out to answer your questions and to discuss the additional information.

Next Steps: Building Your Investment Plan

One of our Wealth Managers will work with you to create your investment plan, which encompasses important attributes such as your future income needs, retirement goals, your comfortable level of risk and your current portfolio. Afterwards, we'll match recommended money manager strategies to your newly created investment plan and review it all with you.

Brookmont Capital Management's Dividend Equity

Dividend Strategies Can Provide Retirement Income

One of the main benefits of dividend-oriented strategies is that many are designed to generate income. This dividend income can help cover your retirement expenses and provide you extra cash flow – all without having to sell stocks in your portfolio.*

Potential benefits include:

- Diversify your sources of income
- Distinct advantages during low interest rate environments and stock market volatility
- Cash flow generation while participating in the stock market

“We believe investing in the markets is as much an art as it is a science.”

– Brookmont Capital Management

If you're looking for a way to generate extra cash for your required minimum distribution or other living needs, a dividend strategy is a good place to look.

The Strategy: Dividends, Dividends, Dividends

The goal is simple - generate attractive dividend cash flow for you from companies Brookmont believes will increase in value. And there's more to the strategy than that:¹

- Focus on management's commitment and ability to keep and raise the dividend
- Risk conscious – looks for companies with below-market risk profiles
- Diversification and potential downside protection
- 15 years of experience in dividend equities and 25 years in asset management

Request More Information on Brookmont Capital

* There are no guarantees that dividend paying stocks will continue to pay dividends. In addition, dividend paying stocks may not experience the same capital appreciation potential as non-dividend paying stocks.

Cambiar Investors: International Equity ADR

There's a Whole World to Invest in Out There

The United States represents approximately 20% of global GDP – meaning 80% of the world's GDP is happening elsewhere.* An international equity strategy can help diversify your portfolio and take advantage of investment opportunities outside of the US.

Potential benefits include:

- Participation in the growth of companies and countries outside of the US
- Diversifying your portfolio on an international scale

“We see an opportunity for investors in international developed stocks, especially since they have yet to catch up to domestic stocks.”

– WrapManager's Investment Policy Committee

The Strategy: Investment Advisor Magazine's 2012 International Equity Manager of the Year



There are many reasons Cambiar's International Equity strategy won the award, and their investment team is one of them. They strive to provide you with better returns and less volatility than you would experience investing in an international index (MSCI EAFE).

- Seeks high-quality company focus: low debt compared to peers and outstanding management teams
- Expertise and depth of research: analyst team with 20 years average experience
- High return hurdle: 50% total return expectation within 1-2 years**

Request More Information on Cambiar Investors

* Source: JP Morgan Asset Management Guide to the Markets. Share of global GDP based on purchasing power parity (PPP) as calculated by the IMF for 2013. Definition of emerging markets is based on MSCI and IMF data sources. Percentages may not sum to 100% due to rounding. Guide to the Markets – U.S. Data as of 12/31/13.

** Cambiar's objective of selecting stocks having a potential for 50% appreciation may or may not be realized.

See also Page 7 for important disclosure information regarding the Money Manager of the Year Award.

ClearBridge Investments: Multi Cap Growth (MCG)

Multi Cap Growth – Your Money, Everywhere

Simply put, it's a potential way to diversify your portfolio. A multi-cap strategy is able to participate in the growth, technological advances, and innovations across industries and companies of many sizes.

Potential benefits include:

- Flexibility to invest in large, medium, and small-sized companies with long-term growth potential
- Open the door for participation in a company's success as it grows.

Many single-cap strategies will sell a stock when it reaches a certain size; a multi-cap strategy has more flexibility.

“A true growth portfolio should consist of stocks that can be held not for a quarter or two, but for many years so that earnings and/or cash flow growth can compound over time.”
– Richard Freeman, Lead Portfolio Manager of this Strategy

The Strategy: Unconstrained Flexibility and a Long-Term, Patient Approach

That's the simple formula the portfolio managers use to build a successful long-term track record.

- Focus on long-term growth across business cycles
- Exposure to high-quality, impactful companies with new or innovative offerings
- Flexibility to hold promising stocks – no forced selling criteria
- 45+ years of experience

Request More Information on ClearBridge Investments

Granite Investment Partners: Small Cap Growth

Sometimes Success Comes in Small Packages

Most of today's big companies started as small companies. Many small cap growth strategies try to identify those small companies poised to follow that growth path.

Potential benefits include:

- Invest in compelling companies on the smaller end of the scale
- Including up-and-coming companies in your portfolio
- Additional layer of diversification

“Our goal: to find a company where we strongly agree with management’s vision of how to grow the company and sustain its competitive advantages for the long run.”
– Granite Investment Partners

Many small cap companies represent new ideas and products that have yet to catch on in the mainstream, and a small cap strategy can give you access to them.

The Strategy: Seeking to Identify Catalysts for Positive Change, Before It Happens

Finding companies that are poised for growth before it happens is the name of the game with this strategy. With so many small cap growth companies out there, Granite's research strives to stand out, selecting just 30-50 to invest in.

- Seeks management teams with a history of success and acting in the best interest of shareholders
- Consistent investment and research approach regardless of market conditions
- Goal of outperforming its benchmark with less risk

Request More Information on Granite Investment Partners

**If you have any questions or would like to learn more about these managers,
please contact one of our Wealth Managers:**

WrapManager, Inc.

703 Market Street 18th Floor

San Francisco, CA 94103

Phone: (800) 541-7774

E-Mail: info@WrapManager.com

Website: www.WrapManager.com

Important Disclosure

The opinions expressed are as of February 10, 2014 and may change as subsequent conditions vary. Information provided in this report is for informational and illustrative purposes only. This material is not intended to be relied on as a forecast, research or investment advice, and is not a recommendation, offer or solicitation to buy or sell any securities or to adopt any investment strategy. It is in no way a solicitation or an offer to sell securities or investment advisory services except, where applicable, in states where we are registered or where an exemption or exclusion from such registration exists. The money managers listed provide their performance data directly to Informa Investment Solutions. While WrapManager, Inc. believes the information presented by Informa Investment Solutions is reliable, WrapManager, Inc. is not responsible for any damages or losses arising from use of this information, and does not assume any liability for erroneous information provided by such companies.

These managers do not represent a complete list of all investment categories or managers available nor do they represent a complete list of managers or styles that WrapManager recommends to clients. WrapManager has not approved for use nor entered into contracts with all of the money managers listed. They are being presented for informational and comparison purposes only. Performance of other strategies utilized by WrapManager, Inc. may not be comparable to the performance of the strategies presented in this report. A copy of Advisor's current written disclosure statement discussing Advisor's business operations, services, and fees is available from Advisor upon written request.

The information and opinions contained in this material are derived from sources deemed reliable, are not all-inclusive and are not guaranteed as to accuracy. While there is no assurance that the strategies will achieve their objectives, the money managers endeavor to do so by selecting securities in the manner described. Past performance is no guarantee of future results. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment will either be suitable or profitable for your investment portfolio. All investments involve risk, including foreign currency exchange rates, political risks, different methods of accounting and financial reporting, and foreign taxes.

Information pertaining to WrapManager, Inc. and Money Managers' operations, services, and fees are set forth in the respective firms' disclosure statements, copies of which are available upon written request. Individual money managers presented may choose any number of indices as the benchmark(s) in comparison to its performance. These benchmarks may or may not correlate to the investment objectives of your portfolio; therefore, they may not necessarily be indicative of your individual situation.

¹ Important Information Regarding the SMA Money Manager of the Year Award

Investment Advisor, AdvisorOne and research firm Prima Capital team together to decide the Investment Advisor of the Year awards. There are 13 factors that the Prima analysts consider before recommending the finalists for SMA Managers of the Year, including performance, firm, people, process, style, customer service, tax efficiency and composite. A decision-making committee comprising Prima executives and researchers, as well as Investment Advisors editorial staff, is then convened to decide the winner in each category based on the criteria described above.

The strategies used by the Money Managers listed are not suitable for all investors. The information presented is general information that does not take into account your individual circumstances, financial situation or needs, nor does it present a personalized recommendation to you. Therefore, prior to selecting a Money Manager it is important you discuss the manager with your financial advisor. Your financial advisor can help you determine proper suitability constraints and objectives as determined from your individual needs and circumstances. A Money Manager should only be selected if the manager is appropriate for the individual investor. The level of due diligence performed varies by money manager and product.

Opinions expressed are those of WrapManager, Inc. at the time of publication and are subject to change without notice. WrapManager is an SEC-registered investment adviser. The investment adviser representatives of WrapManager may also be registered representatives of Prospera Financial Services, Inc., a SIPC/FINRA member broker/dealer. WrapManager and Prospera are not affiliated companies. WrapManager, Inc., and the individual money managers mentioned in this report are not related entities. However, WrapManager does recommend the use of money managers to clients.

No part of this article may be reproduced in any form without the express written permission of WrapManager, Inc.

© Copyright 2014, WrapManager, Inc. All rights reserved.