



Investment Management
Retirement Planning | Wealth Preservation

SPECTOR & FRISCH
PRIVATE WEALTH MANAGEMENT

of Wells Fargo Advisors

A Brief Introduction:



Spector & Frisch Private Wealth Management is a Boston based Advisory Group within Wells Fargo Advisors. We help financially successful, multi-generational families build, preserve, protect and transition their wealth. As stewards to over \$375 million dollars in client assets, we have the knowledge and experience to deliver sound solutions in an increasingly complex financial world.

Our mission is to enable our clients to confidently spend more time enjoying their lives and less time managing their financial affairs.

*A good reputation is more valuable than money.
-Publilius Syrus*

Our Process:

1. The “Fit” Meeting

2. The Discovery Process

3. The Preliminary Plan

4. Implementation

5. Review

1. The Fit Meeting

We strongly believe that satisfaction and trust come from fulfilled expectations. For this reason, prior to beginning a new client relationship, we think the critical first step is to determine if there is a good fit. Not all Financial Advisors are right for all clients, which is why making that determination prior to engaging in business is crucial. Our first meeting, also called the “fit meeting” is an opportunity for this. We’ll introduce our team and explain our process, we’ll also learn about your family and your needs. If we mutually agree that it makes sense to work together, we’ll move forward to the next step.

2. The Discovery Process

Our next step will involve a discovery process where we’ll complete a review of all of the details of your financial life. We believe an honest and objective assessment of your whole financial situation is required prior to making any recommendations. We would also look to coordinate our efforts with your Tax and Estate advisors to ensure that we are all working toward the same goals.

Our Process:



3. The Preliminary Plan

The third step in our process is the presentation of a plan. Through this plan we'll explain where you are in relation to where you would like to go, the risks you may face along the way and the overall probability of success. It is also at this stage that we would recommend changes if necessary.

4. Implementation

After you have reviewed the plan and accepted our recommendations, it is time to begin implementation. Once the plan has been implemented, you will receive quarterly results and the ability to easily assess your progress via your statements or directly through our website.

Our Process:



5. The Review

As we move forward we will complete a full review of steps 2, 3 & 4 on an annual basis. For our clients that prefer a more frequent review, we can accommodate them through the scheduling of an additional semi-annual review. While these formal reviews are scheduled meetings, we would also like to remind you that there is always a member of the team in the office available to assist you in the event you need immediate assistance.

*Nothing can be done at once hastily and prudently.
-Publius Syrus*

Our Investment Philosophy:



We view the investment world as constantly changing in its opportunities and risks. Because of this, we build flexible portfolios designed to adapt and capitalize in many different market conditions. We are careful about using assumptions, and do not attempt to predict the future, as we fully acknowledge that it cannot be done with any sort of precision. Our goal is to protect the purchasing power of our client's wealth, while always maintaining a margin of safety.

We believe that a large component of an investor's return is directly related to their behavior. A significant source of the value we add from an investment standpoint is by being a voice of reason when our clients are inclined to make emotional decisions related to money.

*Anyone can hold the helm when the sea is calm.
-Publilius Syrus*

Our Services

Asset Management

Through changing markets, investors seek to increase portfolio value over time. While many elements contribute to this goal, one of the most important is having an experienced Financial Advisor who can customize strategies to fit your individual risk tolerance and goals. No one can predict market fluctuations, but customized strategies can help manage risk.

Retirement Income Planning

Do you know how much money you will need to retire comfortably? Do you know how much money you will be able to spend while in retirement, when you should take Social Security or whether you need Long-Term Care¹ or Medi-Gap Insurance? We can answer these questions for you and also provide strategies to help you achieve your financial goals.

Wealth Transfer

Our practice focuses on the smooth transition of assets from one generation to another by reviewing wealth transfer issues with you well before the need arises. We create informed strategies by working with the other professionals who support your legacy, including estate lawyers and accountants. Furthermore, we believe successful wealth transfer involves passing on both assets and financial acumen. We provide our clients' children and grandchildren financial guidance as they move from one life stage to another, so their transitions are also as uncomplicated as possible.

Executive Services

For our clients with concentrated equity positions in company stock, we are able to help them navigate complex federal security laws, comply with their internal company trading policies, manage their potential tax liabilities and minimize negative market perceptions.

Charitable Giving

Many of our clients have longstanding relationships with charitable organizations, and we make it a priority to review and assist in planned giving when appropriate. We provide many opportunities to maximize the impact of your generosity, including family foundations, Charitable Remainder Unit Trusts (CRUTs) and Charitable Gift Trusts².

Education Planning

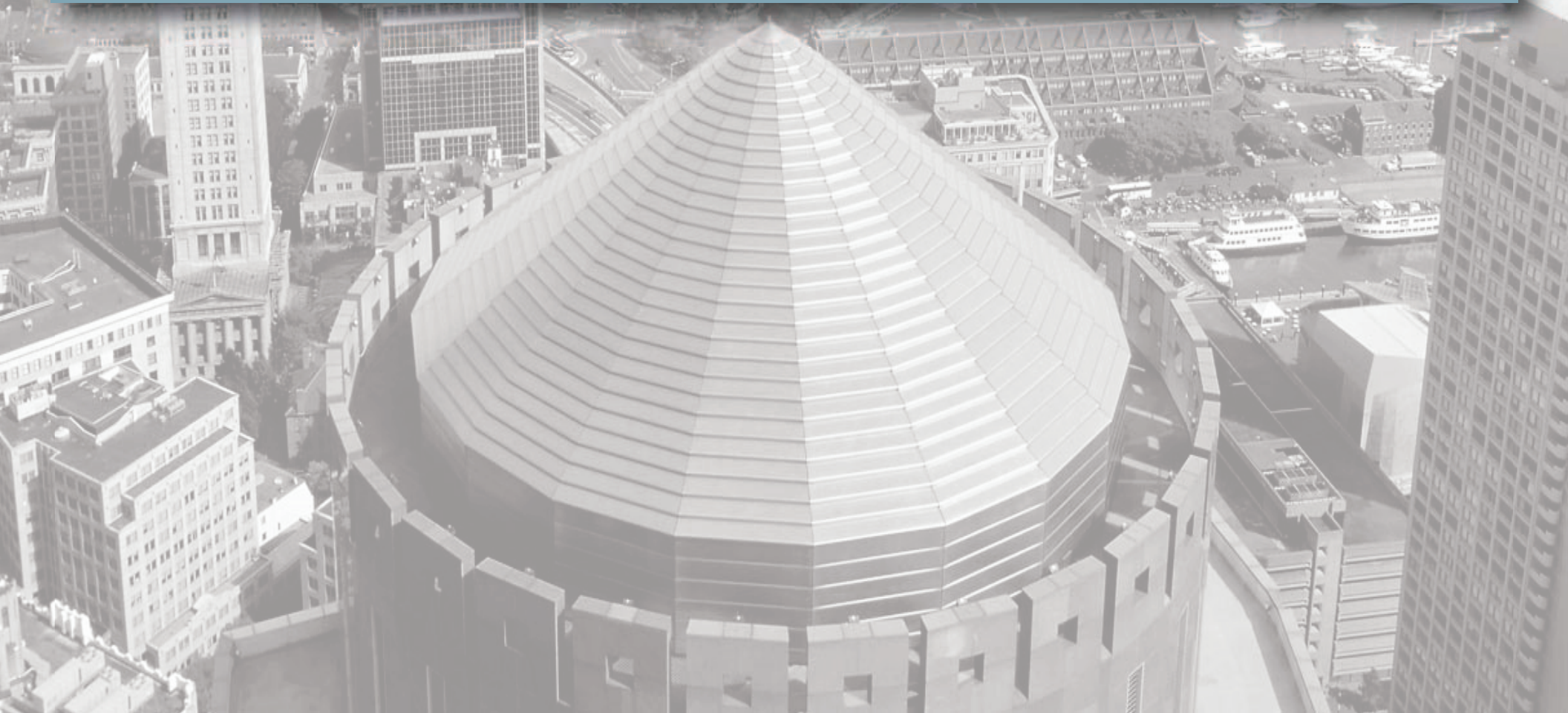
We help our clients establish reasonable expectations for their future education costs and also assist in determining which savings vehicles are best suited to help achieve these goals.

Lending Services³

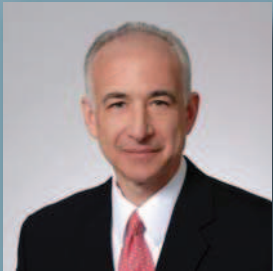
In addition to managing our client's assets, we can provide access to lending services through our affiliates. As a Wells Fargo Advisors client, you have access to securities-based lines of credit, residential mortgages, home equity financing, credit cards and small-business financing through affiliates of Wells Fargo

Our Commitment

Our number one goal at Spector & Frisch Private Wealth Management is to become your Family's Trusted Financial Advisor. We emphasize the word family because our best client relationships span multiple generations. When unexpected life changes occur as they often do, we aim to be your Family's primary point of contact to offer trusted financial advice. The achievement of this goal is how we define success.



Our Team:



Stephen R. Spector
Managing Director - Investments
Senior PIM Portfolio Manager

For more than 30 years, Steve has provided advice to high net worth individuals for Wells Fargo Advisors and its predecessor firms. Steve is among a select group of Financial Advisors that have earned the PIM designation⁴. It is a reflection of his experience, expertise and concern for the needs of our clients. Steve is a graduate of Duke University and lives in Weston, MA with his wife, Kindra and son Jack. He is a pilot and enjoys flying.



Peter O. Frisch, CFP®
Senior Vice President® - Investments

Peter has over 19 years of experience as a Financial Advisor with Wells Fargo Advisors and its predecessor firms. He enjoys working with clients in the Investment Planning process. He holds a bachelor's degree from Wesleyan University and a Master of Education degree from Harvard University. Peter lives in Swampscott, MA with his wife, Wendy, and their four children, Max, Alexander, Jake and Hannah. He has a passion for sailing and volunteers his time to the Pilots Program at Mystic Seaport and the SailBlind program at the Carroll Center in Newton, MA.



Tobe C. Reed
Financial Consultant

Tobe's primary role within the group is Retirement Income Planning. Prior to joining Wells Fargo Advisors in 2007, Tobe co-founded a company that is a market leader in the custom motorcycle industry. Tobe attended Colorado Mountain College and lives in Northborough with his wife, Kim and son Tobe Jr. He enjoys hiking and snowboarding in his free time. Tobe is a current member of Boston Mensa.



Sharon M. Pollard
Financial Consultant

Sharon serves as the liaison between clients, Spector & Frisch Private Wealth Management and departments within Wells Fargo Advisors. She maintains her Series 3,7 and 66 securities registrations. Her experience in the Financial Services industry and dedication to excellence help assure our clients that their individualized requests are handled in an accurate and timely manner. Sharon graduated with a bachelor's degree in economics from Eastern Connecticut State University. In her spare time, she enjoys reading and bicycling. She lives in Ayer with her husband Dana and Golden Retriever, Casco.

The Introduction Process



Our growth is a direct result of introductions made by our clients. If you know of someone that you feel would benefit from working with us, we would welcome the opportunity to determine if there is a fit. The process for for making such an introduction is as follows:

Provide us with the person(s) name and phone number.

We will place a single outbound call to the individual(s)

We will notify you once we have reached out to the referral

We will never:

- Ask for a referral

- Repeatedly attempt to solicit their business

- Discuss your relationship with a referral as EVERYTHING is confidential

About Our Firm

**WELLS
FARGO**

ADVISORS

- One of the Nation's largest investment firms⁵
- Represented by over 15,500 Financial Advisors and over 6,000 licensed Financial Specialists serving clients through offices in all 50 states.
- Emerged from Wells Fargo & Company's December 31, 2008 acquisition of Wachovia Corporation
- Predecessor brokerage firms include Wachovia Securities, LLC and A.G. Edwards & Sons, Inc.

Disclosures

1. Insurance products are offered through nonbank insurance agency affiliates of Wells Fargo & Company and are underwritten by unaffiliated insurance companies.
 2. Trust services available through banking and trust affiliates in addition to non-affiliated companies of Wells Fargo Advisors. Wells Fargo Advisors and its affiliates do not provide legal or tax advice. Any estate plan should be reviewed by an attorney who specializes in estate planning and is licensed to practice law in your state.
 3. Lending and other banking services available through the Lending & Banking Services Group of Wells Fargo Advisors (NMLS UI 2234) are offered by banking and non-banking subsidiaries of Wells Fargo & Company, including, but not limited to Wells Fargo Bank, N.A. (NMLSR ID 399801) Member FDIC; Wells Fargo Home Mortgage and Wells Fargo Equipment Finance, Inc. All loans and lines of credit are subject to credit approval, verification and collateral evaluation. Initial credit decision is subject to your meeting specific underwriting requirements, and final approval will be based upon your satisfying these requirements. Certain restrictions apply. Programs, rates, terms and conditions are subject to change without advance notice. Products are not available in all states. Licensed by New Hampshire banking department. Financial Advisor (NMLS ID 17468 & 40932)
- 
4. The Private Investment Management (PIM) program is not designed for excessively traded or inactive accounts and may not be suitable for all investors. Please carefully review the Wells Fargo Advisors advisory disclosure document for a full description of our services. The minimum account size for this program is \$500,000.
 5. Investment products and services are offered through Wells Fargo Advisors, LLC. Wells Fargo Advisors is the trade name used by two separate registered broker-dealers: Wells Fargo Advisors, LLC and Wells Fargo Advisors Financial Network, LLC, Members SIPC, non-bank affiliates of Wells Fargo & Company.

