

Fiduciary Advisor Comparison Checklist

Attribute	Mackensen & Company, Inc.	Advisor 2	Advisor 3
Investment Advisor Registration	U.S. Securities and Exchange Commission		
Fee-Only: No Commissions; Unbiased Advice	Yes		
Serve client as a Fiduciary; Fiduciary Oath	Yes. We have signed the National Association of Personal Financial Advisors (NAPFA) Fiduciary Oath		
Cash Flow Statement Preparation	Yes		
Net Worth Statement Development	Yes, Required		
Tax Return Review & Preparation	Yes		
Investments Managed with Tax Considerations	Yes		
Investment Review & Recommendations	Yes		
Investment Policy Statement Preparation	Yes, Required		
Insurance Review	Yes		
Retirement Planning Review & Recommendations	Yes		
Estate Planning Review & Recommendations	Yes, Required, Advanced Level		
Education Planning & Recommendations	Yes		
Trust Account Services	Yes. Warren is founding shareholder of National Advisors Trust Company		
Quarterly Investment Performance Reports	Yes, with Narrative		

Fiduciary Advisor Comparison Checklist

Attribute	Mackensen & Company, Inc.	Advisor 2	Advisor 3
Financial Services Industry Affiliations	Warren is a NAPFA-Registered Financial Advisor David is a member of the CFA Institute		
Financial Planning Credentials	Warren is a Certified Financial Planner (CFP) and has a Master of Science in Financial Planning		
Continuing Education Requirements: CFP	Warren: 60 hours every two years		
Investment Credentials	David is a Chartered Financial Analyst (CFA) charter holder		
Continuing Education Requirements: CFA	David: 60 hours every three years		
Business Credentials	Both Warren Mackensen and David Batchelder have an MBA		
Business Experience	Warren: 30 years; David: 15 years		
Financial Planning Experience	Warren: 16 yrs. of comprehensive planning		
Investment Mgt. Experience	Warren: 16 years; David: 11 years		
Research Sources on Web	www.mackensen.com		
Web-enabled Reports	View performance of accounts on Mackensen & Co. web site		
Secure Lockbox on Web	Provide documents to you securely		
Account Aggregation on Web Site	View Investments, Bank Accounts, Mortgage, Car Loans, School Loans, Frequent Flyer Miles all in one place		
Support Staff	Carol James, Portfolio Accountant Deb Curtis, Office Manager		
Toll-Free Number	800-927-7365		