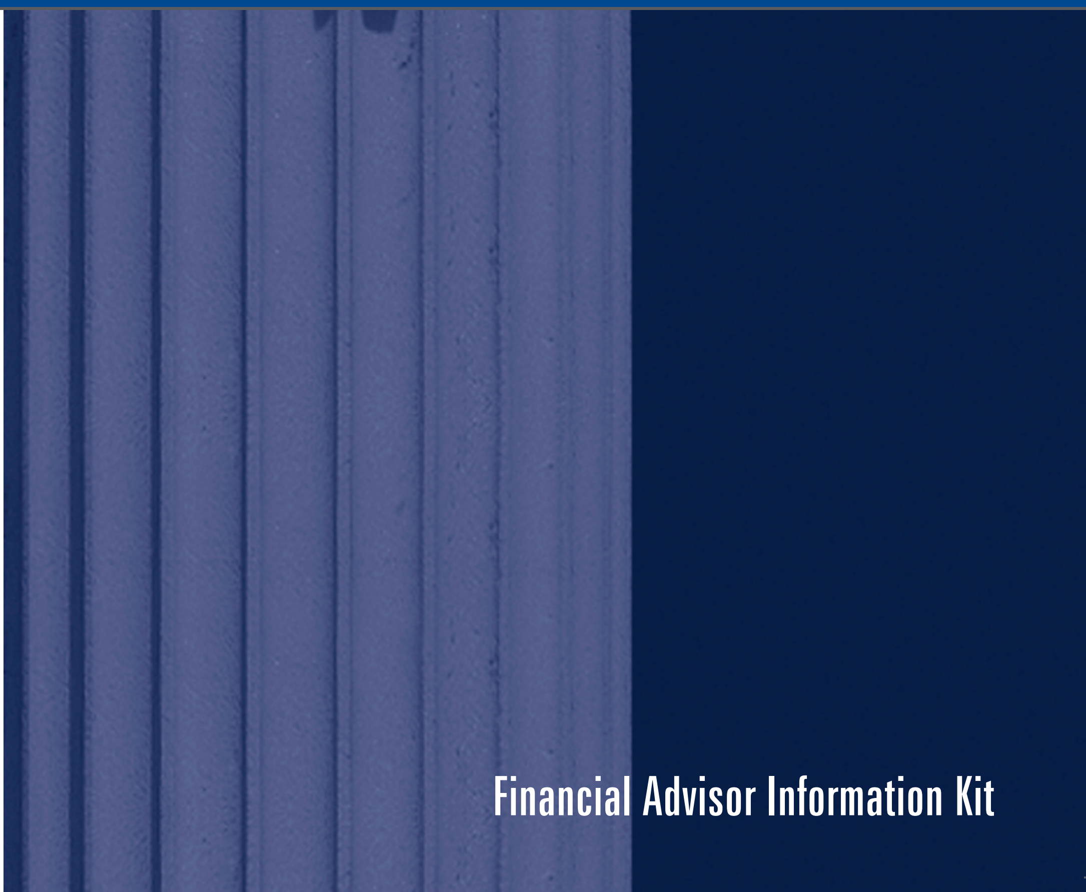
Dorsey & Company Inc.

WEALTH MANAGEMENT • INVESTMENTS



Financial Advisor Information Kit

I am pleased to introduce you to Dorsey & Company Inc., a New Orleans based financial services firm with a unique personality and business approach. Locally owned and operated, the firm was founded in 1959 by my father George P. Dorsey. Our philosophy today is much the same as it was in my father's day... to provide highly personalized service to individuals, business owners and institutional clients. We strive to be the primary resource and advisor to our clients when it comes to their overall wealth management and investment needs.

Having spent the last thirty-plus years as a Financial Advisor, I know what it is like to be on the front lines of the financial services industry. As such, the management team and I have built a firm that truly understands the needs of an FA. First, from a philosophical standpoint we believe that it is critical that a Financial Advisor has the freedom and independence to be able to go out into the marketplace to find the very best products and services to meet their clients' needs. We believe that this independent approach ultimately provides better outcomes for a client's financial situation. Secondly, we have a compensation structure that generously rewards advisors who excel in their profession.

Dorsey occupies a unique niche in the brokerage community in that our customer-oriented consultative approach allows us to differentiate what we do from our competitors and maintain our positive reputation. We offer all of the resources of the large firms but with the freedom of the independents. We like to consider ourselves a boutique firm with exceptional resources to assist in your success.

I hope you'll take the opportunity to learn more about our organization. By doing so, you may well find that Dorsey & Company offers you an environment where you can be your best.

Sincerely,

Philip J. Dorsey
President / CEO

Leading Edge Technology

We may be a local firm, but our technology platform is cutting edge and second to none. As a Dorsey Financial Advisor, you will have all of the financial tools you need to service your client's needs at your fingertips.

SmartStation - This graphic interface provides all of the tools you need to set up and manage your practice:

- New Account Setup
- Online order entry
- Access to executed and open orders
- Cost basis information with realized and unrealized gains and losses
- Client account information and activity for the previous 13 months
- Reports Manager provides real-time access to a comprehensive suite of Client and Financial Advisor reports
- Real-time inventory that enables you to buy right on the screen from our Fixed-Income desks
- Clients can view accounts online and utilize ACH transfers of funds

Thomson Financial - Thomson is the industry's premier quote and analysis system. Thomson allows multiple screens to be open simultaneously on your desktop and enables you to read quotes without having to log on to the back office. And it's fully integrated with SmartStation, so you're just a click away from client data.

InfoMAX - THE WORLD ON YOUR DESKTOP

In an increasingly competitive world, even the smallest edge can create a telling advantage.

Meet InfoMAX. It's your proprietary intranet.

It doesn't just deliver information to you – it also provides tools that help you build your business and better serve your clients with over 300,000 pages of online data and real-time reports and research specific to your needs.

Wherever you are, whatever the time, you can log on to InfoMAX and be connected to all the products and services of our Clearing firm, First Clearing, LLC, a non-bank affiliate of Wells Fargo & Company.

• Broker’s Morning Page - Links to all the important information you need to make your day more productive - research, ideas, and resources to help you effectively manage your client's assets.

• Equity and Fixed Income Research - Access our database of 10,000 securities and get instant statistics, research, ratings, and recommendations – updated in real time.

• Funds and Money-Manager Research - Need to create a stellar presentation to close a major account? You're just a few clicks away with InfoMAX.

• Portfolio Review - Conduct an automated evaluation of a client's equity portfolio, detailing where they are underweighted or overweighted in asset classes, sectors, and industries. It's a compelling and proactive way to spur clients into action. Comparable reports are also available for bond portfolios.

Trading Desk

Since 1959, Dorsey & Company has maintained a fully operational trading desk that is not a profit center and enables our Financial Advisors to access an internal and national inventory of stocks and municipal, corporate, treasury and agency bonds.

The firm is also active in the underwriting and marketing of Louisiana Municipal Bonds.

Back Office Support

Our experienced in-house team of back office support specialist's will help facilitate account opening procedures, account maintenance and account servicing needs.

Additionally, we have internal support available for portfolio analysis, client proposals, money manager and mutual fund screens and individual Financial Advisor marketing.

These resources assure that your clients receive the highest level of personalized customer support.

Equity and Fixed Income Research

Through our broker friendly intranet, InfoMAX, you will be linked to client-approved, top quality reports on more than 10,000 stocks from the world's leading resources:

- Standard & Poors
- Wells Fargo Advisors
- Sanford Bernstein
- Credit Suisse
- Dorsey Wright (Technical Analysis)

Mutual Funds

As a Dorsey Financial Advisor you will have immediate access to thousands of funds from the world's top mutual-fund companies, including the most popular no-load funds. You will also have access to our innovative fee-based mutual fund wrap program called FundSource.

Annuities and Insurance

We have selling agreements with many of America's top insurance companies. With many of these companies we are able to show annuity values on your client's monthly statements. We are also able to go out into the marketplace on your behalf and establish selling agreements with qualified companies that you have established business with.

Our extensive insurance portfolio provides a full range of products, including:

- Term insurance
- Whole life
- Universal life
- Variable universal life
- Disability income
- Long-term care

Financial-Planning Services

Whether you use our desktop financial planning package or want out professional planning staff to prepare a custom financial plan, we have the resources and technology to make your job easier.

This proprietary program has allowed FAs like you to become more proactive in creating a variety of long-term investment scenarios for their clients.

PRODUCT SET

Envision

Envision is an innovative client profiling tool that helps financial professionals identify and priortize their clients' financial and life goals. Combining goals-based guidance with sophisticated statistical modeling. Envision creates an effective, easy-to-understand process for helping clients achieve their most important goals. It is an ideal resource for helping you expand services, increase revenue and retain key client relationships.

If you'd prefer to have our team of professional financial planners prepare a custom plan, we'll be happy to do so at a nominal cost. We offer three types of plans depending on the client's situation and asset size.

- Personal Financial Review
- Retirement Security Review and Estate Planning Review
- High Net Worth Portfolio Analysis

Retirement Plans

You will have access to knowledgeable retirement specialists that will help you navigate the many different types of retirement plans that you will be able to offer to your clients. We offer a full spectrum of 401k plans, from turnkey to customized. We also have relationships with several third party administrators.

Trust and Lending Services

Through our clearing relationship with Wells Fargo Advisors, you have the resources of one of the nation's largest bank and trust company operations. We can administer trusts in all fifty states and can offer any type of trust service.

You will also be able to provide your clients with a diverse range of personal credit products, including:

- Asset Advantage Loans and Lines of Credit. We offer flexible, competitive pricing on credit lines secured by brokerage assets to finance virtually any short or long-term need.
- Commercial Real Estate Conduit Financing. Long-term non-recourse permanent financing for clients who invest in income-producing commercial properties.
- Wealth-Management Products. We provide tools that can help liberate your clients' low-cost basis assets–including collars, forward sales, and hedges.

Fee Based Programs

If you want to successfully compete in today's market, you need access to a broad range of fee-based products and services. Using our state-of-the-art platform, you can leave the operational work to us —so you can spend more time building your practice.

As a Dorsey Financial Advisor, you'll have access to one of the nation's leading consulting departments, currently helping advisors consult to more than $50 billion in client assets.

PRODUCT SET

Optimal Blends – Optimal Blends is an innovative method of identfying and analyzing leading money managers throughout the U.S. to find the right fit for clients' needs. Optimal Blends also focuses on how to successfully combine managers to produce potentially better and more consistent returns. The Optimal Blends program is implemented through two industry-leading programs FundSource and Diversified Managed Allocations.

FundSource – One of the premier mutual fund wrap programs on the street, FundSource utilizes NTF mutual funds allocations. These allocations These portfolios provide a range of risk and return options for your clients. The fund portfolios are actively managed and options for your clients. The fund portfolios are actively managed and rebalanced periodically to maintain their strategic diversification.

Masters – This "wrap" manager program is one of Wall Street's most extensive. With over 65 managers and nearly 200 investment styles to choose from, this program is the ultimate in personal money management. Our research team provides cutting-edge analysis on managers and strategies. You'll enjoy top-flight research and performance analysis as well as a very competitive pricing structure – all easily accessible to you on InfoMAX.

Diversified Managed Allocations – The objective of the DMA program is to combine the benefits of separately managed accounts with the advantages of asset allocation by utilizing multiple Masters managers in a single account. DMA offers optimal blend strategies designed to meet your client's different investment objectives.

Asset Advisor – A non-discretionary fee-based investment advisory program where the client pays an asset-based fee to cover advisory services and custodial/transaction costs. Allowable assets include stocks, bonds, a universe of 3,600 no-load and load-waived mutual funds, UITs, and options in the same account.

Compass – This program offers internally managed portfolios. Together, they offer an ideal package for any equity asset-allocation strategy. Now you can enjoy all of the advantages of professional management without incurring the cost of an outside manager.

Fee–Based Support Tools

All of our programs give you the tools you need to maximize your fee-based business:

- Quarterly online performance reports
- Automatic billing
- Portfolio-management tools
- Online Consultants page
- In-House investment advisory staff support

The payout structure at Dorsey & Company is designed to be very competitive. Our payout schedule falls between the payout you would expect at a wire house and the payout at the independents. Speak to us for details.

The firm will provide all of the standard amenities necessary to conduct business. This includes office space, telephone, T-1 Internet, computer, clerical services, postage, stationery, etc. Additionally, the firm hosts an annual Financial Advisor conference with prominent speakers, Advisor workshops, golf, etc.

Dorsey Financial Advisors enjoy a comprehensive benefit package that includes; health insurance, pre-tax Flexible Spending Accounts, and participation in the Dorsey 401k and profit sharing plans.

Transition Assistance

Dorsey & Company is committed to helping make your transition to our firm as smooth as possible. We will help you make this transition by assisting with account transfers, product training and awareness, licensing, letterhead, business cards, etc.

Financial Assistance – Dorsey & Company is willing to invest in you. Financial assistance is available to qualified Financial Advisors. Speak to us for details.

Dorsey & Company, Inc. is dually registered as both a broker-dealer and an Investment Advisor (RIA), registered with the Securities & Exchange Commission and various states. We are a member of the Financial Industry Regulatory Authority (FINRA), and the Securities Investor Protection Corporation (SIPC).

Clearing Relationship

Dorsey & Company has a strategic relationship with First Clearing, LLC. First Clearing provides clearing and execution services as well as the technology platform for our advisors. First Clearing clears for more than 150 local and regional securities firms throughout the United States, as well as its affiliate Wells Fargo Advisors.

As a correspondent firm of First Clearing, you'll have all of the resources used by the brokers of Wells Fargo Advisors. This includes many of the most sophisticated and up to the minute capabilities in the financial services industry. We remove all the barriers, making it possible for you to perform at the height of your potential every day.

First Clearing, LLC, a non-bank affiliate of Wells Fargo & Company, produces account statements and trade confirms, and provides our firm with other recordkeeping, operational, clearing and custodial services. First Clearing is a member of the Financial Industry Regulatory Authority (FINRA), the Securities Investor Protection Corporation (SIPC), the New York Stock Exchange, the NASDAQ Stock Market, and other major regional stock exchanges.

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