

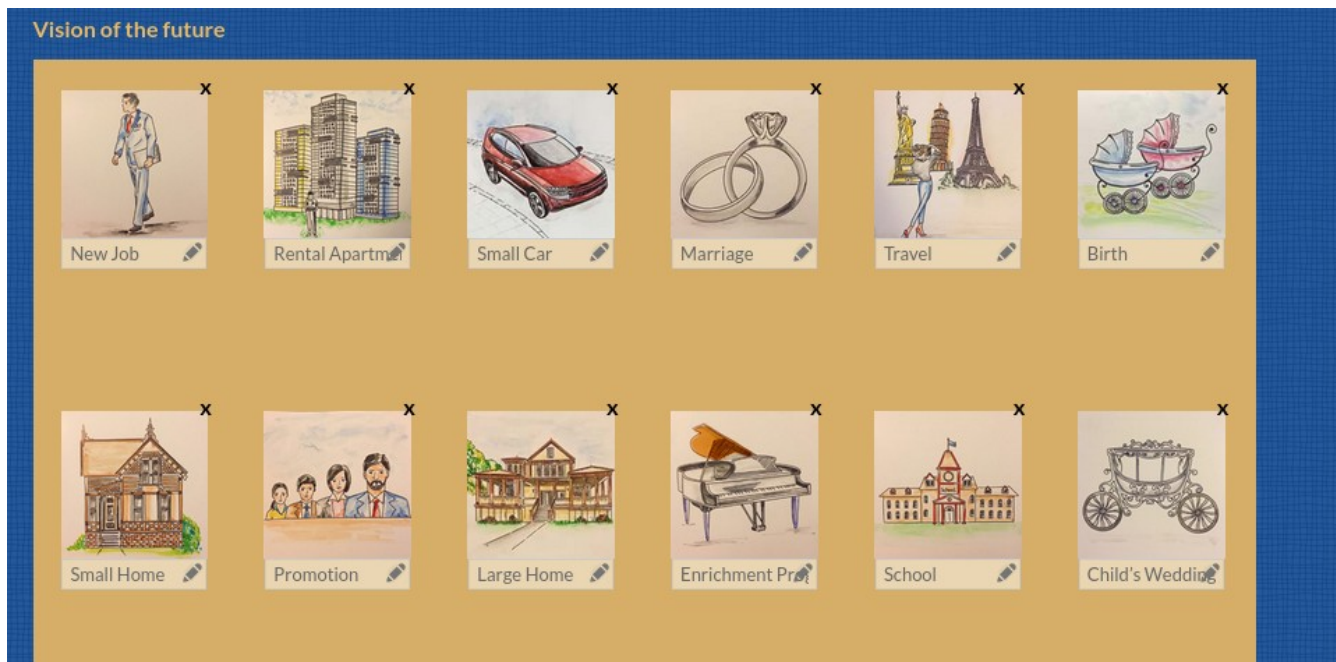


# LLOYD TEVIS

## INVESTMENT MANAGEMENT

### How We Work

We provide a set of icons you arrange on a computer sketchpad to visualize the life you want. Here is an example:



Here a young man has completed his education and is just starting his career. His immediate goal is to move out of his dorm room into an apartment and get a car so he can get to work. Once he has his feet under him he intends to marry his girlfriend. The couple is thinking of traveling some before they start their family. Once they have the savings for a down payment they will get a small home. As his career progresses they will hope to move to a larger home. They expect raising their family to be the main item on the agenda after that. And so the vision continues to eventual retirement and the “golden years.”

Next one has to supply the data that makes this concrete: How much, when, with what priority. That data is collected through a questionnaire. Of course one does not have exact information about ones future. For much of the information we ask for ranges and qualitative measures like “highly likely” or “possible but not likely” to capture the degree of definition that may pertain to a future event. We are careful to never ask for an item which cannot be supplied.

Once the data is collected we prepare the plan for financing the desired life. Some heavy computations need to be done, so our computer will require several minutes to complete that task. We design the plan so that even if the economy over your life should be subpar you accomplish your key life objectives. Then if the economy is normal the plan funds your target goals and if the economy is better than average the plan funds your more aspirational goals. We estimate how well the plan will work and report it to you:

<b>Economy\Goals</b>	<b>Essential</b>	<b>Target</b>	<b>Additional</b>
<b>Inferior</b>	100%	25%	0%
<b>Normal</b>	100%	100%	10%
<b>Superior</b>	100%	100%	40%

You can tinker with your life plan as much as you like until what you want and what is financially possible are in alignment. Once the plan is completed we move to implementation. We tell you how much budget to set aside for current spending and saving. We tell you which investments to make, keep or sell. We monitor your investments and tell you when adjustments are necessary to keep the plan on track.

Of course life turns out somewhat different than expected. For instance our young couple in the example above might be blessed with twins. One simply updates the plan and we adjust the investments accordingly. Or perhaps some important choice presents itself – for instance an out of state job offer. One can plan out both lives and see which turns out more satisfactorily. That allows one to decide the answer to the life question secure in the knowledge that the financial implications are understood.

In the final analysis, it is quite simple. Dial in the life you want and your finances are organized accordingly. Our inspiration was the telephone system. Tremendous engineering goes into making the service possible – but anyone can use it. You do not need an engineering degree. All you actually need is a willingness to day dream about the life you want.