



WELLS
FARGO

Advisors

TAKE CONTROL OF YOUR FINANCIAL FUTURE

Investment and Insurance Products: ▶ NOT FDIC Insured ▶ NO Bank Guarantee ▶ MAY Lose Value



SHAD ORTIZ

SENIOR VICE PRESIDENT – INVESTMENTS
PIM PORTFOLIO MANAGER



.....
Over 26 years of experience as a Financial Advisor
.....

Provides skilled financial guidance for **more than 40 current and former players**

.....
Former **college baseball** player
.....

Brother Russ Ortiz*

All-Star who played 12 seasons in Major League Baseball
.....

Understands unique situation of **student and professional athletes** on and off the field

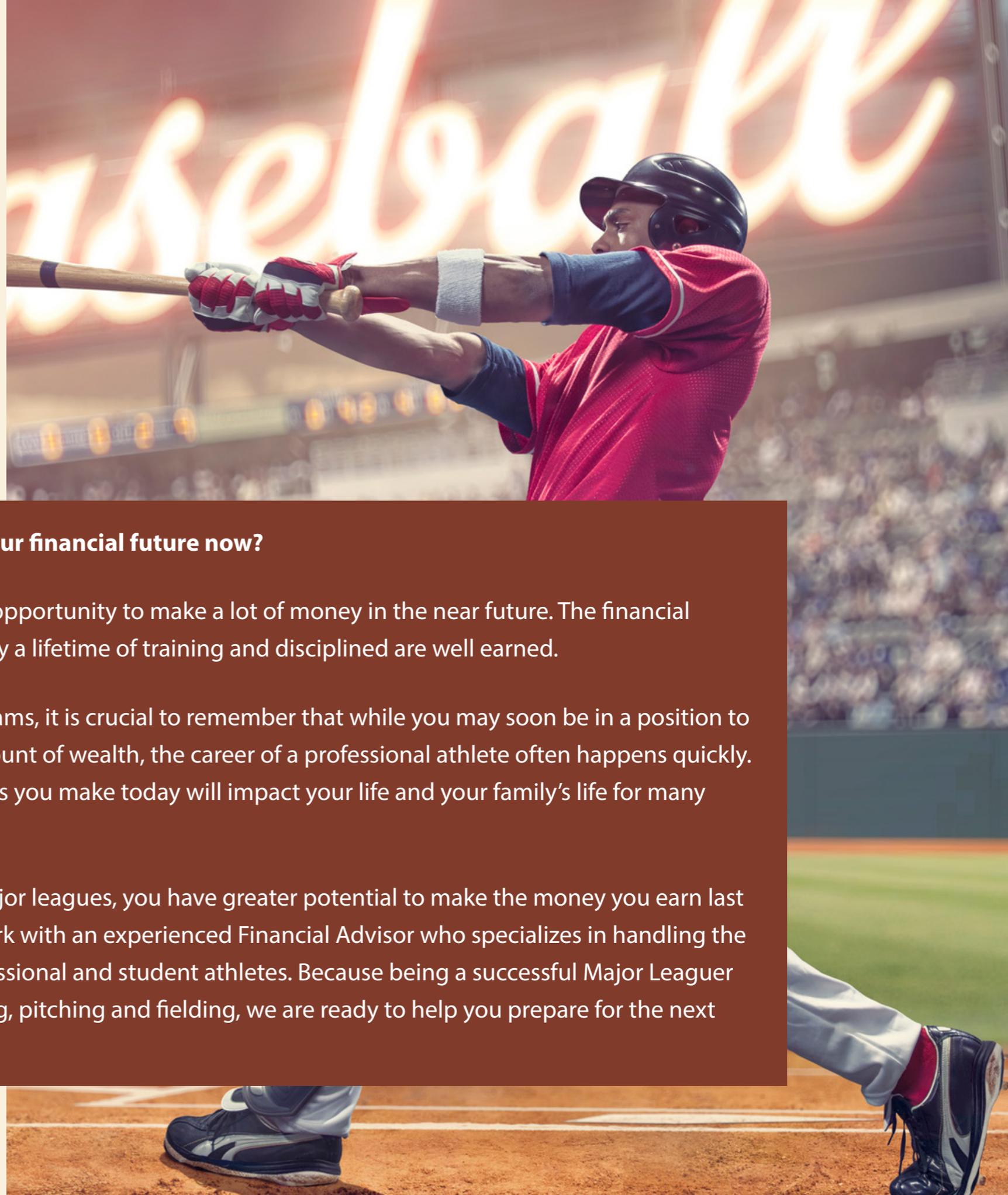
.....
Seasoned at helping clients **navigate the challenges** of new wealth with family and friends
.....

.....
Among a select group of Advisors who **meet Wells Fargo Advisors' stringent requirements** to serve as a Private Investment Management Portfolio Manager
.....

* Russ Ortiz is not affiliated with Wells Fargo Advisors.

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APPRECIATE
TODAY.

RESPECT
TOMORROW.



Why take control of your financial future now?

You have an incredible opportunity to make a lot of money in the near future. The financial rewards that accompany a lifetime of training and disciplined are well earned.

As you pursue your dreams, it is crucial to remember that while you may soon be in a position to accumulate a large amount of wealth, the career of a professional athlete often happens quickly. This means the decisions you make today will impact your life and your family's life for many years to come.

If you make it to the major leagues, you have greater potential to make the money you earn last a lifetime when you work with an experienced Financial Advisor who specializes in handling the financial needs of professional and student athletes. Because being a successful Major Leaguer is a lot more than hitting, pitching and fielding, we are ready to help you prepare for the next phase of your life.

FOCUSED ON YOUR SUCCESS OFF THE FIELD

Our team wants to help ensure that you are successful in your personal life, so that you are armed with the tools necessary to protect and grow your professional life.

We focus on your financial well-being so you can concentrate on what is most important to you:



Travel



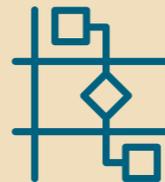
**Spending time
with family**



**Buying a
new car**



**Building your
dream home**



**Planning for
your future**



**Creating a
legacy**

BUILDING WEALTH: YOUR EARNING YEARS

.....
Maximize the opportunities you have in front of you
.....

Career of the average MLB
player lasts **just five years**¹



.....
Making informed decisions is a **critical factor** of sustainable financial success
.....

*Based on our experience, 50% of the signing money our professional
baseball clients receive will go to agent's fees and taxes.²*

¹ 2007 Study, University of Colorado at Boulder

² This statement is not indicative of all players' experiences when signing Major League Baseball contracts.



BUILDING WEALTH: YOUR EARNING YEARS



Balance savings,
spending and debt

Invest with **purpose**

Prepare for the **unexpected**

Get on the right path
as early as possible



INVEST WITH PURPOSE

.....
Prioritize saving for your post-baseball life and retirement
.....

Advantages of equity securities
and the power of compound interest



.....
Inflation erodes spending power
.....

.....
Asset allocation can help reduce financial risk
.....

*YOU understand the importance of having a game plan on the field.
WE understand the importance of having a game plan for your wealth.*



PROTECTION STRATEGIES: PREPARE FOR THE UNEXPECTED

Based on our experience, typical minor league players will need to **live off their contract money for four or five years** while trying to make it to the major leagues



Injury risks mean that your earnings might occur in a short window



Insurance **protection**



Estate **investment planning**

COMMON MISTAKES TO AVOID

// It is easy to lose sight of being financially responsible. The earnings that came from hard work and dedication can be lost quickly.

// Letting friends and family members who have no investment experience take control of your finances is an all too common mistake.

// If you are presented with an investment opportunity that sounds too good to be true, it probably is.

// We believe every professional athlete needs a “Financial Enforcer” to say no on their behalf.



SAVING FOR YOUR FUTURE: POST-GAME PLAN

Our team will help you explore your financial goals and ambitions to develop a financial strategy for when you transition out of your professional career so you can pursue your dreams with confidence.



It is important to invest wisely for the long-term.



We make timely updates and adapt your plan to stay in sync with different stages and changes in your life.



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BACKED BY THE WORLD-CLASS CAPABILITIES OF WELLS FARGO ADVISORS

Wells Fargo Advisors is one of the nation's premier wealth management firms, known and respected for the responsible stewardship of its clients' assets. With roots dating back to 1879, it grew through mergers with some of the most respected regional and national financial companies. A non-bank affiliate of Wells Fargo & Company, Wells Fargo Advisors prides itself on exceptional service based on trust and knowledge, and for a corporate culture that puts client needs above all else.

11 LET'S GET A GAME PLAN TOGETHER.

I am ready to use my decades of experience providing financial guidance to student and professional athletes to help put you in a position to take advantage of the opportunities you have in front of you. *I am available anytime to answer your questions and ready to go to bat for you today.*

Shad Ortiz

Senior Vice President – Investments

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PIM Portfolio Manager

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