

**WELLS  
FARGO**

**Advisors**

# Advisory Services for Endowment and Foundations

**Investment and Insurance Products are:**

- **Not Insured by the FDIC or Any Federal Government Agency**
- **Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate**
- **Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested**

# Experience. Objectivity. Accountability.

Endowment and foundations need objective advice they can rely on. Trustees or directors are fiduciaries, meaning they have an obligation to prudently oversee the assets of the endowment or foundation they serve. Advisory solutions provide a repeatable and sustainable client process that helps guide fiduciaries in making prudent investment decisions on behalf of their organization.

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Wells Fargo Advisors strategists, analysts and consultants include **some of the brightest experts in the financial services industry** under one umbrella, bringing you unique insights and timely advice.

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Our Financial Advisors are committed to **delivering exceptional advice**, drawing on the resources of one of the nation's largest financial services companies.

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Our recommendations are **objective and unbiased**. Our open architecture platforms provide access to hundreds of thoroughly researched investment managers.

# Wells Fargo Advisors. Our Firm.



**NATIONAL FOOTPRINT** of locations with a network of highly qualified financial advisors



**FULL-SERVICE FIRM** offering investment consulting and advisory services



**EXTENSIVE SUITE OF FINANCIAL STRATEGIES** researched by experienced professionals



**OPEN ARCHITECTURE** platforms with access to premier asset managers



# Advisory Solutions to Serve Your Needs.

**Advisory solutions are built on an objective and disciplined process:**

## **ANALYZE YOUR CURRENT POSITION**

Before presenting our recommendation we listen to you and gain an understanding of your organization's needs and objectives. We will review your investment policies and your current investment strategies in light of rapidly changing global capital markets.

## **DESIGN AN OPTIMAL ASSET ALLOCATION**

We will recommend complementary, appropriate and durable investment strategies that can help accentuate the risk/return benefits of asset allocation and are consistent with your investment policies.

## **EVALUATE AND SELECT APPROPRIATE INVESTMENT STRATEGIES**

We will present for your consideration specific investment strategies along with research that supports our recommendations. We'll have an open discussion to gauge your thoughts and feedback and make any adjustments accordingly.

## **MONITOR RESULTS**

Our team monitors the progress of your investment portfolio's assets relative to your goals. We will evaluate and measure the performance of individual strategies as well as the portfolio as a whole. We will recommend adjustments as changes occur at the individual strategy level, in the global capital markets, and in your organization's goals.

# Objective Solutions to Common Foundation and Endowment Challenges.

A major challenge that faces all foundations and endowments is the **ongoing management of their investment portfolio's assets** to support the continued accomplishment of the organization's mission.



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Advisory solutions at Wells Fargo Advisors are **based on the guidance of the Wells Fargo Investment Institute** (the Institute). The Institute develops capital market assumptions and strategic asset allocation models, researches investment products and builds model portfolios that include a wide spectrum of asset classes.



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Working with a Wells Fargo Advisors financial advisor, trustees and directors can work together to **build a customized portfolio of investment solutions** that are aligned with the organization's risk and return objectives.



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Or, you and your financial advisor may choose to use a **fully managed portfolio solution** constructed by the Wells Fargo Investment Institute with mutual funds, ETFs and/or separately managed accounts built to follow the allocation models created by the Institute.

# The Wells Fargo Investment Institute: Investment Expertise to Help You Succeed Financially.



The Wells Fargo Investment Institute consists of 240\* investment professionals, combining some of the best talent and thinking in our industry. The Institute's strategists and analysts offer unique insights into the capital markets.

- GLOBAL MANAGER RESEARCH
- GLOBAL INVESTMENT STRATEGY
- GLOBAL PORTFOLIO MANAGEMENT
- GLOBAL ASSET ALLOCATION
- GLOBAL SECURITIES RESEARCH



\*As of April 4, 2023





# A Client-Centric Culture of Accountability.

- DELIVERING TIMELY REPORTS OUTLINING AND INTERPRETING INVESTMENT RESULTS
- COMPARING DISTINCT ASPECTS OF PERFORMANCE IDENTIFIED IN YOUR INVESTMENT POLICIES
- ADJUSTING ALLOCATION AND INVESTMENT SELECTIONS ON AN ONGOING BASIS

# Expertise. Objectivity. Accountability.

We have experience working with clients like you.

We provide objective and unbiased advice.

Our firm's resources are deep and multidimensional.

Our goal is to help you succeed financially.





The Wells Fargo logo consists of a brown square containing the words "WELLS" and "FARGO" stacked vertically in white, uppercase, serif font.

**Advisors**

Thank you

Wells Fargo Advisors is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company

Advisory products are not designed for excessively traded or inactive accounts and are appropriate for all investors. During periods of lower trading activity client costs might be lower if our compensation was based on commissions. The products investment objectives, risks, charges and expenses should be considered before investing.

Asset allocation cannot eliminate the risk of fluctuating prices and uncertain returns.

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