


Invest In Your Future


In this Guide:

Smart Investing Begins with a Disciplined Approach

After years of advising investors, we know the patterns. Emotions pervade, pushing rational thinking aside. Individual investors often buy at the top and sell near the bottom, and chase tips from friends, relatives or co-workers. Investors know that long-term investing is the right approach, yet are frequently lured online to constantly monitor, measure, and tinker with their portfolios. The outcome is inevitable. Investor returns are often lower than market returns.

The Cycle of Emotion

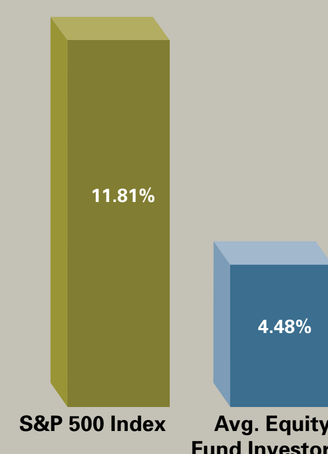
Investing is your future – it's time for a new approach. One in which discipline and professional advice are the foundation of every investment decision. Work with us, and you gain access to a team with considerable experience. A team that is on constant watch for you.

A team that follows a proven, six-step process designed to ensure that rigorous, rational planning, not emotional decision making, is the basis for every investment decision. It's time to put the right team and the right approach to work. It's time to build your future.

A CASE FOR A DISCIPLINED INVESTMENT PROCESS

Research over the past two decades shows that investors too frequently buy and sell at sub-optimal times. The end result is that investors buy high, sell low, and earn significantly less than the market indices.

Equity Market Returns vs. Equity Mutual Fund Investor Returns (1988-2007)



SOURCE: Dalbar, Inc. Quantitative Analysis of Investor Behavior - 2008. Represents average annually compounded returns of equity indices vs. equity mutual fund investors; based on the length of time shareholders actually remain invested in a fund and the historic performance of the fund's appropriate index. Past performance is no guarantee of future results. Investors cannot invest directly in an index.

S&P Index: (A registered trademark of the McGraw-Hill Companies) is an unmanaged basket of 500 stocks that are considered to be widely held and thus believed to be a good indicator of overall market performance. This index of common stocks is weighted by market value.

Your Team: Assembled to Bring Great Capability to the Investment Process

Our team of financial professionals helps you meet your investment goals. Each member of your team plays an integral part, focusing on a defined role and area of responsibility. Together, the team brings substantial capability and knowledge to every investment decision.

As your Financial Advisor, we'll serve as your personal financial coach and guide you through every step of the investment process. We're backed by professional expertise in the key areas of investment management and portfolio design – investment professionals not typically accessible to individual investors.

Together, we will take you through our Six-Step Investment Process, which serves as the framework for identifying your needs and risk tolerance. This process allows us to create and implement a customized investment strategy tailored to your long-term investment goals.

Meet the Members of Your Team

FINANCIAL ADVISOR

- Assembles the investment management team
- Guides you through every step of the Six-Step Investment Process
- Monitors the Portfolio Strategist's asset allocation and Investment Management Firm selection decisions
- Communicates with you on a regular, ongoing basis

As your Financial Advisor, we will be your primary point of contact and interaction. We will work with you to analyze your current financial situation and assist in determining your Risk/Return Profile. We will develop your written Investment Policy Statement and, on an ongoing basis, monitor your asset allocation decision. We will also monitor the performance of your account and suggest changes when, and if, your financial circumstances change.

PORTFOLIO STRATEGIST

- Determines asset classes and the right investment mix for each investment strategy
- Selects and monitors Investment Management Firms
- Reallocates and rebalances your portfolio

Portfolio Strategists select the asset classes and determine the right allocation of stocks, bonds, and cash for your portfolio. They also analyze and select individual Investment Management Firms according to both style and performance criteria and are responsible for continually reallocating and rebalancing portfolios.

INVESTMENT MANAGEMENT FIRMS

- Analyze and identify specific investment opportunities
- Maintain a disciplined investment process and consistent investment style

The Investment Management Firms are responsible for gathering and analyzing intelligence about the securities being considered for purchase or sale. They are carefully selected by Portfolio Strategists to implement their specific investment styles, such as large cap equities, small cap equities or investment grade bonds.

Our Six-Step Investment Process is Designed to Maximize Long-Term Success

The likelihood of achieving success in your investment strategy is greatly improved by adhering to a disciplined investment process.

Achieving all your life goals requires dedication, skill, and discipline. This is particularly true when it comes to attaining your financial objectives.

Our Six-Step Investment Process is an established framework for identifying, analyzing, and implementing investment opportunities. It allows your team members to focus on their particular strengths and to deliver their best ideas. By following a disciplined investment process, we're able to make rational investment decisions, focused on long-range goals, which are designed to maximize long-term results.

The Six-Step Investment Process

1. Financial Analysis
2. Asset Allocation
3. Portfolio Strategist Selection
4. Investment Management Firm Selection
5. Monitoring and Rebalancing
6. Reporting

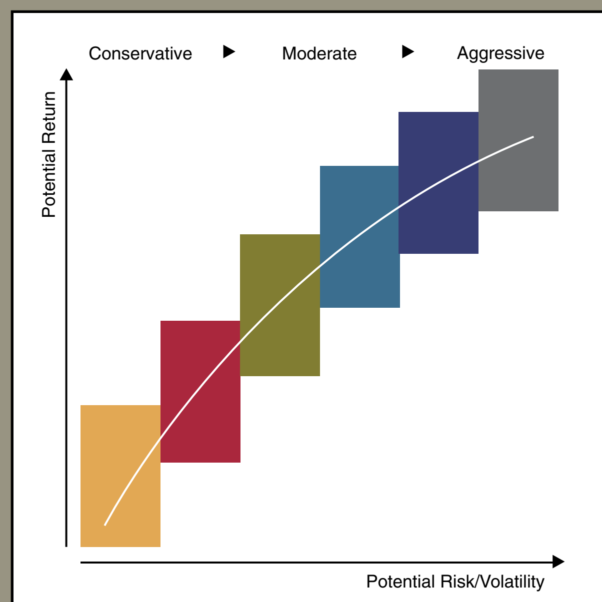
What's Your Financial Position?

Before providing you with an investment strategy, we first need to understand what your financial position is today. We need to determine whether or not we are preparing you to accumulate and grow your portfolio, or if you are ready to start taking distributions from the assets that you have already accumulated. Together, we complete our comprehensive Discovery Workbook that gives us a clear picture of your financial circumstances, challenges, and objectives. We work with you to explore fundamental issues:

- **What are your investment goals?**
- **What is your time horizon?**
- **What are your liquidity needs?**
- **What is your risk tolerance?**
- **What are your investable resources?**
- **What are your income needs?**

Based on answers to these and other questions, we'll determine your appetite for risk. We take this information – this financial intelligence about you – and use it to determine which of six Risk/Return Profiles match your situation. Determining where you are in terms of risk and return is the foundation for moving forward. It sets the framework for our recommendations regarding which Portfolio Strategists and Investment Management Firms will work best for you.

Matching Your Financial Goals to One of Six Risk/Return Profiles



- Conservative
- Moderate Conservative
- Moderate
- Moderate Growth
- Growth
- Maximum Growth

Step 2

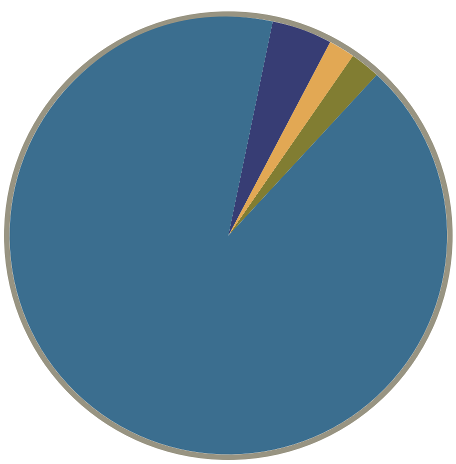
Asset Allocation

How Should You Allocate Your Assets?

More than timing or the specific securities in which you invest, the way in which your assets are allocated in stocks, bonds, and cash and how they are rebalanced over time ultimately drive your returns.

Most investors focus on individual security selection and often overlook the importance of asset allocation to their portfolios. Yet, according to several academic studies, 90% of portfolio variance is determined by how your assets are allocated, so it is one of the most important decisions any investor can make. It also underscores the importance of relying on a disciplined investment process with asset allocation strategy at its core.

Asset allocation: the most important determinant of variance in portfolio performance



91.5% Asset Allocation
4.6% Securities Selection
1.8% Timing
2.1% Other Factors

This is for illustrative purposes only and not indicative of any investment. An investment cannot be made directly in an index. Past performance is no guarantee of future results.

Source: Brinson, Hood & Beebower, Financial Analysts Journal, 1986
Brinson, Singer & Beebower, Financial Analysts Journal, 1991

There are two approaches to Asset Allocation: Strategic and Tactical

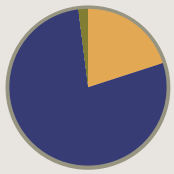
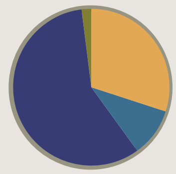
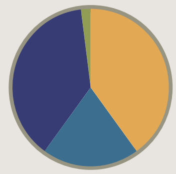
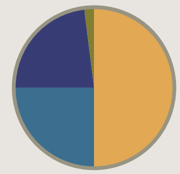
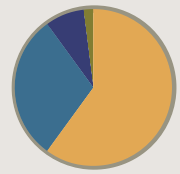
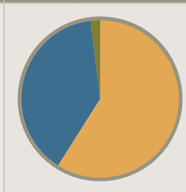
STRATEGIC
The target asset mix is constructed using historical asset class performance statistics and long-term return projections. The asset mix stays relatively constant.

TACTICAL
The asset mix shifts whenever the Portfolio Strategist determines there are market opportunities that potentially can boost overall return or reduce risk.

As your Financial Advisor, we will work closely with you to determine which approach, or combination of approaches, is best for you.

Matching Your Asset Allocation to Your Risk/Return Profile

This table provides an historical illustration of each Risk/Return Profile for the 1979-2008 time period. It reflects the combined performance, over time, of specific indices representing the target asset allocation for each of our six Risk/Return Profiles.

Profile	Conservative	Moderate Conservative	Moderate	Moderate Growth	Growth	Maximum Growth
Target Asset Allocation	 14.0% U.S. Equity 6.0% Int'l Equity 78.0% Fixed Income 2.0% Cash	 28.0% U.S. Equity 12.0% Int'l Equity 58.0% Fixed Income 2.0% Cash	 42.0% U.S. Equity 18.0% Int'l Equity 38.0% Fixed Income 2.0% Cash	 52.5% U.S. Equity 22.5% Int'l Equity 23.0% Fixed Income 2.0% Cash	 63.0% U.S. Equity 27.0% Int'l Equity 8.0% Fixed Income 2.0% Cash	 68.6% U.S. Equity 29.4% Int'l Equity 0.0% Fixed Income 2.0% Cash
Equity Allocation Ranges (Min - Max)	0% - 30%	20% - 50%	35% - 70%	55% - 90%	70% - 98%	90% - 98%
Average Annual Return (1979-2008)	9.64%	10.50%	11.27%	11.81%	12.31%	12.50%
Best Returns (annualized)						
1 Year Rolling Period	34.56%	40.25%	43.97%	47.65%	53.18%	60.28%
3 Year Rolling Period	20.95%	24.72%	30.27%	33.95%	37.70%	41.43%
5 Year Rolling Period	20.18%	22.16%	25.72%	28.27%	30.83%	33.02%
Worst Returns (annualized)						
1 Year Rolling Period	-5.52%	-5.21%	-13.38%	-19.14%	-24.59%	-27.40%
3 Year Rolling Period	4.13%	-1.30%	-6.79%	-10.70%	-14.53%	-16.75%
5 Year Rolling Period	4.75%	2.96%	0.40%	-1.49%	-3.42%	-4.66%
Percent of Periods with Positive Returns						
3 Month Rolling Periods	81%	78%	75%	74%	72%	71%
1 Year Rolling Period	97%	92%	87%	85%	82%	82%
3 Year Rolling Period	100%	99%	95%	93%	92%	90%
5 Year Rolling Period	100%	100%	100%	99%	95%	91%

This performance information is not intended to represent the performance of any particular investment, but rather is indicative of how combinations of certain asset classes historically performed. It does not take into account the impact of any fees or expenses that will be charged to a Portfolio; nor does it illustrate the impact that material economic or market events would have on specific securities. The time period of January 1, 1979 - May 31, 2008 has been represented because it is indicative of when performance on the selected indexes could reliably be reported. Selecting different time periods would result in different historical performance results.

This information has been compiled by Genworth Financial Wealth Management, Inc. to reflect the historical returns from January 1, 1979 - May 31, 2008 of the following combinations of indices utilized to construct the multi-asset class benchmarks for Risk/Return Profiles from Conservative to Maximum Growth.

Benchmark Allocation	Conservative	Moderate Conservative	Moderate	Moderate Growth	Growth	Maximum Growth
MSCI EAFE	0.0%	10.0%	20.0%	25.0%	30.0%	39.0%
Russell 3000	20.0%	30.0%	40.0%	50.0%	60.0%	59.0%
Lehman Bros U.S. Aggregate	78.0%	58.0%	38.0%	23.0%	8.0%	0.0%
Citigroup 3 month T-bill	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%

The Morgan Stanley Capital International (MSCI) EAFE® Index is a free float-adjusted market capitalization index that is designed to measure developed market equity performance, excluding the US and Canada.

The Russell 3000 Index is composed of the 3,000 largest U.S. securities, as determined by total market capitalization.

The Lehman Brothers Aggregate Index is composed of securities from Government/Credit Index, Mortgage-Backed Securities Index, and the Asset-Backed Securities Index.

The Citigroup U.S. Domestic 3 Month T-Bill Index is constructed by purchasing equal dollar amounts of three-month Treasury bills at the beginning of three consecutive months. As each bill matures, all proceeds are rolled over or reinvested in a new three-month bill. The income used to calculate the monthly return is derived by subtracting the original amount invested from the maturity value.

Source: Genworth Financial Wealth Management, Inc. June 2008. Returns in excess of one year are annualized. There is no guarantee that the objective return of any profile will be achieved. Past performance is no guarantee of future results. Investors cannot invest directly in an index.

Step 3 **Portfolio Strategist Selection**

Which Portfolio Strategist is Right for You?

Because your asset allocation decision is the primary determinant of portfolio performance, the expertise of your Portfolio Strategist(s) is critical. We adhere to rigorous criteria in selecting our Portfolio Strategists, who are charged with selecting the asset classes and deciding on the right mix of stocks, bonds, and cash for your portfolio. To be considered for selection, firms must:

- **Have considerable expertise in asset allocation and portfolio strategy**
- **Conduct substantial research across global capital markets**
- **Have an investment policy committee comprised of senior investment professionals**
- **Adhere to a defined and disciplined investment process**

As your Financial Advisor, we'll work with you to find, based on your investment objectives and risk tolerance, the right Portfolio Strategist(s) for you.

We'll help you decide which of the following Portfolio Strategist options are best, given your long-term financial goals:

Asset Allocation Approach

Strategic	Tactical

Asset Mix

Global	Domestic

Tax-Orientation

Standard	Tax-Sensitive

What's the Right Solution for You?

Investment Management Firms are responsible for selecting the individual securities that comprise your portfolio. The Investment Management Firms are carefully selected by your Portfolio Strategist(s) to implement their specific investment style, based on their performance relative to their peers and to asset class benchmarks.

Regardless of the investment approach we ultimately recommend for you – and it may include No-Load Mutual Funds or Exchange Traded Funds, Unified Managed Accounts or Privately Managed Accounts – you have the assurance that your Investment Management Firms are dedicated to helping you achieve your financial goals.

Working with us, you have a wide range of investment solutions, according to your objectives, investable assets and Risk/Return Profile.

Investment Implementation Options

Step 5

Monitoring and Rebalancing

We're on Constant Watch for You

Managing your investments takes proven capability, time, and focus. Market forces and economic conditions are constantly changing, which can directly affect your asset mix and prompt the need for reallocation and rebalancing.

It's our job always to be on watch for you. As your Financial Advisor, we continually monitor your investment portfolio, oversee the Portfolio Strategist's decisions to rebalance and realign your portfolio, and then clearly communicate changes to you.

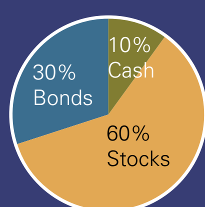
Here's a look at the two asset allocation approaches and how a target asset mix might be rebalanced as changes occur over time.

Strategic asset allocation rebalancing normally occurs quarterly and is designed to manage the risk exposure of your portfolio.

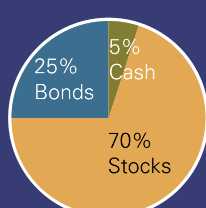
Tactical asset allocation adjustments can be made at any time to capitalize on the global capital market outlook of the Portfolio Strategist.

Strategic

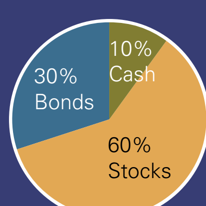
Target Asset Mix
This portfolio is initially targeted at 60% stocks, 30% bonds, and 10% cash.



Change in Portfolio Over Time
As time passes and stocks outperform cash and bonds, the composition of the portfolio changes.

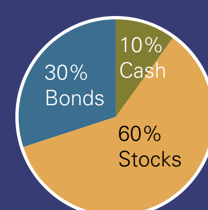


Rebalanced Portfolio
Periodically, the portfolio is rebalanced to the target mix.

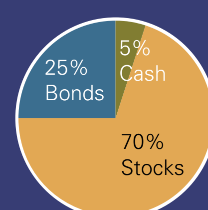


Tactical

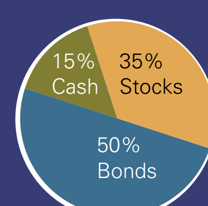
Target Asset Mix
This portfolio is also initially targeted at 60% stocks, 30% bonds, and 10% cash. When the Portfolio Strategist believes the market is fairly valued, 60% is invested in stocks.



Stock Market Undervalued
In this portfolio, the Portfolio Strategist maintains a 35 - 70% target range for stocks. When the stock market is deemed by the Portfolio Strategist to be undervalued, a full 70% is invested in stocks.



Stock Market Overvalued
When the Portfolio Strategist believes the stock market is overvalued, exposure is reduced to 35% – the lower limit of the range.



You Need Knowledge, Not Just Information

Our goal is to engage you in the investment process by reporting – clearly, concisely and in a timely manner – everything you need to know about your accounts.

An important part of our job is to keep you well informed about your investment strategy and performance. Each quarter, we show you exactly where you stand in relation to your goals and objectives. We send you print and online portfolio information, via:

- **Custodial statements**
- **Quarterly Performance Reviews**
- **Year-end tax reports**

While some clients prefer quarterly written reports, others want around-the-clock online access to their financial information. When you work with us, we deliver both. Our secure, online client resource center provides:

- **Daily updated account information**
- **Market commentary**
- **Investment research**

Are You Ready to Invest in Your Future?

If you want to identify clear financial goals and make knowledgeable investment decisions, you have an important choice to make. You can face the challenges and pitfalls by going it alone. Or, you can choose to manage your portfolio by working with a team of financial professionals who are backed by a disciplined and rigorous decision-making process.

If you are ready to commit to having a team of the industry's most talented investment professionals back you up, we're ready to work with you. The next move is yours. Simply schedule an appointment to work with us to complete your Discovery Workbook. It's the first step to investing in your future.