



**Your Financial Compass for Strategic Results**

Westport Resources is an independent investment firm specializing in wealth management for a select group of individuals, families, municipalities and not-for-profit organizations. We are dedicated to empowering our clients by providing a consistent focus on unparalleled personal service, superior investment strategies and personalized results-oriented solutions. We maintain an unwavering commitment to serving as our clients' trusted financial compass.

# Welcome to Westport Resources

**Given today's market complexity, it is not even a question of whether to get professional advice, but how.**

## The Challenge

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For individuals, families and institutions who have successfully accumulated a significant portfolio of assets, the objective is to protect those assets and build wealth. However, market conditions and the economy have grown increasingly volatile, the sheer number of investment choices nearly overwhelming, and the time available to navigate today's complex financial landscape in shorter supply than ever. Clearly, the need for professional management has never been greater.



To maximize the opportunity to realize your investment goals, you should have a financial compass for asset management that offers insight, perspective, and perhaps most of all, results. You should also have wealth management with a team of trusted professionals who are dedicated to providing the level of superior service you deserve.

## The Westport Resources Advantage

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Westport Resources is an independent investment firm specializing in managing assets for a select Private Client Group of individuals, families, municipalities and not-for-profit organizations.

Westport Resources was formed in October 1986 by current CEO John Adams Vaccaro, CFP®, CLU. Today, Westport Resources maintains the same team-oriented, uniquely personalized and client-centric approach that Mr. Vaccaro established from the start. At the same time, Westport Resources has grown to include a group of Professional Affiliate brokers and independent registered investment advisors, creating a rather unique investment institution.

### **Westport Resources is able to:**

- **provide a wider range of planning, investment and insurance services than most small wealth management or investment advisory firms but with the same in-depth focus, flexibility, service and specialized expertise of a boutique firm**
- **offer the experience and strength of a large financial institution yet with greater transparency, fewer in-house constraints, lower overhead and a more independent investment culture**
- **assess the investment research, information and opportunities of not just one but all the major Wall Street firms as we actively manage your investment portfolios, retirement plans, trusts and risk containment plans**
- **give each client senior level attention with a dedication to forging close, long-term, personal relationships.**

# The Principles Behind Westport Resources

**Even more than the services we provide, we believe that the way we provide service — with integrity, discretion and unparalleled service — benefits our clients.**

## Close Client Relationships

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An essential cornerstone of Westport Resources is establishing and maintaining long-term relationships with our clients, rather than merely executing a series of transactions. That's because we truly understand that to manage your wealth, we need to understand your dreams, your goals and your life.

We recognize that each client is unique in their needs and in the way they perceive financial success.

## Complete Team Accessibility

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In asset management, there is clearly too much for any one person to know, so we assign a team of professionals, with specific areas of financial expertise, to serve each client. From our receptionist to our client service representatives to our portfolio managers, back-office support staff, professional affiliates and senior officers, we make sure the entire Westport Resources team is at your service in person at your request. To provide comprehensive planning and management services, we also work closely with top local CPAs, tax and estate attorneys and insurance professionals, whose work ethic, style and performance we respect.

## Goals-Driven Results

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Investment performance is important. But far more critical measures of success are the results of our financial planning, wealth management and reporting services based on each client's very individual goals. In our view, meeting financial priorities, achieving realistic targets and being able to sleep at night take precedence over what are often arbitrary or unrealistic expectations for rates of return.

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**DEDICATION, INTEGRITY, ACCOUNTABILITY AND ACCESSIBILITY SERVE AS THE FOUR PRIMARY CARDINAL POINTS ON WESTPORT RESOURCES' COMPASS ROSE.**

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## "Old Fashioned" Priorities

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We strive to offer a level of service and honesty that is difficult to find in this day and age. That's why we put teamwork, dedication and a sense of ethics at the top of our professional priorities, and why we operate on the basis that loyalty, respect and consideration are as central to our working relationships as they are to any other part of our lives. Attention to detail, proactive advice, sound financial strategies and confidentiality are inherent to who we are, what we do and how we do it.

### **A Superstructure of Talent, Experience and Expertise**

Serving as the foundation that supports the principles behind Westport Resources is a superior infrastructure of talent and experience. Unlike many independent investment firms, Westport Resources offers direct access to a wide variety of professionals located in-house and on-site. We are proud of the Westport Resources team, including:

- **nationally-ranked money managers**
- **professional affiliate brokers**
- **independent registered investment advisors**
- **client service representatives**
- **trading desk specialists**
- **technology support professionals**
- **regulatory compliance specialists and**
- **back-office operations veterans.**

And Westport Resources' senior management team offers a depth of expertise in the full spectrum of wealth management services that is consistently recognized as among the best in the field, garnering accolades and top rankings by myriad independent ratings agencies, media sources and investment industry analysts.



## A Broad Range of Financial Services

**We believe serving as your financial compass must go beyond evaluating investment choices and building customized portfolios. In seeking to meet your individual financial objectives with a long-term perspective, we must make sure we provide a broad range of planning, investment and insurance services. We also offer flexible fee structures custom-designed to fit your needs.**

### Brokerage Services

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Through our relationship with clearing firm Pershing LLC, we offer a vast and comprehensive array of brokerage services. Our execution capabilities range from buying and selling equities, bonds, mutual funds and exchange-traded funds to planning and executing options and hedging strategies. Along with our proprietary Investment Strategies, we offer most of the products and services offered by Pershing with the invaluable benefit of the expertise and guidance of our own Professional Affiliate brokers and registered investment advisors.

### Retirement Programs

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We offer a full range of plans, including 401(k) plans, 403(b) plans, pension and profit-sharing plans, IRAs, Keoghs, SEPs and more, in order to make sure the retirement program that best works with your needs and lifestyle is strategically evaluated and properly executed.

### College Education Funding

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Westport Resources offers access to popular programs such as 529 Trusts or can set up College Funding Programs to help you optimize your children's or grandchildren's college funds when they need them.

### Corporate Advisory Services

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Westport Resources offers specialized programs for current or former corporate executives or their family members that hold options or large positions in corporations. We facilitate a Corporate Options Exercise Program to help clients hedge concentrated positions and to borrow money to exercise options.



### **Risk Containment Services**

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Risk containment is about more than insurance. It's about devising and putting into effect systems to protect your businesses and assets from undue risks. Whether you are protecting an art collection, a theatre production, a yacht or any kind of business or personal situation with special risk or complexity, we can design a risk protection program to make sure your risk is properly contained.

### **Cash Management**

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At Westport Resources, we will strategize a well thought-out plan to manage your cash so that it will work hard for you and be accessible when you need it. We offer money market funds with check-writing privileges, credit and debit cards as well as a wide array of lending services.

### **Legacy Planning**

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We offer multi-generational family services, including strategic and business planning that fosters the passing down of a culture of optimizing assets within families.

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**EACH SERVICE WESTPORT RESOURCES PROVIDES IS MANAGED WITH THE SAME LEVEL OF EXCELLENCE, DISCIPLINE, PERSONALIZED ATTENTION AND TRUST AS YOUR CORE INVESTMENT PORTFOLIO.**

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# Westport Resources' Proprietary Investment Strategies

**Beyond the customized portfolios we develop, Westport Resources offers a spectrum of structured proprietary Strategies that may be included in your investment program. Each Strategy is grounded in time-tested principles and actively managed based on fundamental research and rigorous investment analysis. Each is independently managed by in-house managers, most nationally-ranked, whom you will have the opportunity to meet with personally.**

## Diversified Value

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The Diversified Value Strategy relies on astute asset allocation among asset classes and proper diversification to reduce risk, rather than on market timing. We seek to create a portfolio of companies selling at reasonable prices compared to their historic valuations.

## ETF

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The ETF Strategy utilizes low expense, tax efficient exchange-traded funds to gain well diversified exposure across industry sectors, individual countries and regions. Sectors and regions may be over- or underweighted based on future expectations for relative value and growth.

## Fixed Income

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Using bonds, we create a portfolio designed to provide current income and long-term returns equal to or above that of the Barclays Capital U.S. Aggregate Bond Index. The objective of our Fixed Income Strategy is to provide a relatively stable and predictable return.

## Global Balanced Institutional

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The Global Balanced Institutional Strategy creates a portfolio that varies its allocation among fixed income and equities depending on how the firm views the market and corresponding relationships among different asset classes.

## Global Tactical Asset Allocation

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Technical analysis, money flow and momentum drive the Global Tactical Asset Allocation Strategy. Client assets are actively invested or traded using no-load mutual funds in order to achieve higher returns than the overall equity market.

## International

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In implementing the International Strategy, both top-down and bottom-up analysis is used to attain broad international exposure through non-U.S. equities and bonds.

## Large-Cap Value

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The Large-Cap Value Strategy seeks long-term capital growth by investing in stocks of large U.S. companies believed to be undervalued and have great appreciation potential. It may also take defensive positions, with an emphasis on capital protection, in unfavorable market conditions.

## Multi-Cap Equity Focused Value and Growth

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The Multi-Cap Equity Focused Value and Growth Strategy applies two scientifically proven mathematical models to help select and manage a portfolio of a relatively small number of high quality stocks that are expected to significantly outperform the market.

## Special Income

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Through the use of dividend-paying U.S. and international equities, bonds, real estate investment trusts (REITs) and publicly-traded master limited partnerships (MLPs), we use our Special Income Strategy to create a portfolio designed to provide income equal to or above that of investment grade bonds with modest long-term growth potential.

## The Power of Pershing

**Westport Resources has a fully disclosed clearing agreement with Pershing LLC, a BNY Mellon company, and the industry's largest global clearing firm. Through this complementary relationship, Westport Resources offers the benefits of quality trade execution and settlement, securities custody and account maintenance as well as current analytical tools and innovative technology—all with the protection of an institution known for its conservative stewardship of many billion dollars of assets.**

### Significant Resources

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Pershing has a staff of more than 5,000 professionals in 20 locations across the Americas, Europe and Asia. Pershing has \$770.2 billion in assets held in custody. Its parent company, BNY Mellon, has \$22.3 trillion in assets under custody and administration.\*

### Greatest Protection

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Pershing is a member of the Securities Investor Protection Corporation (SIPC®). As a result, securities in your account are protected up to \$500,000. For details, please see [www.sipc.org](http://www.sipc.org). Please note that SIPC does not protect against loss due to market fluctuation. In addition to SIPC protection, Pershing also provides coverage in excess of SIPC limits through a private insurer, Lloyd's of London. The excess insurance policy provides the following protection for assets held in custody by Pershing and its London-based affiliate, Pershing Securities Limited:



- an aggregate loss limit of \$1 billion for eligible securities — over all client accounts
- a per-client loss limit of \$1.9 million for cash awaiting reinvestment — within the aggregate loss limit of \$1 billion.

The Lloyd's of London insurance does not protect against loss due to market fluctuation. For more information about Lloyd's of London, please see [www.lloyds.com](http://www.lloyds.com).

### Technology Infrastructure

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Through Pershing's NetX360™, Westport Resources provides a productive, proven and reliable technology infrastructure that serves as the cornerstone for outstanding online account management. Using this revolutionary, streamlined platform, Westport Resources' professional affiliates and clients alike may conduct a variety of trading, account management and data research activities via the Internet.

### Deep-Rooted Experience

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Pershing, the largest firm of its kind, has been providing comprehensive correspondent brokerage clearance, data processing, financial products and services to a variety of financial institutions since 1939, making it one of the most proven, time-tested financial service providers in the nation.

\*As of December 31, 2009.

## Aiming to Build Value in Our Community:

# Being a Responsible Corporate Citizen

**As we seek new opportunities to serve our clients' wealth management goals, we do so with a deep imperative of corporate responsibility.**

## Entrusted with A Better Tomorrow

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Community involvement has always been a responsibility and a pleasure for the team at Westport Resources. We have been entrusted with managing pension plans, endowments and portfolios for some of our area's most venerable institutions, including the Town of Newtown and the Westport YMCA. Managing not only these institutions' assets but also, in a very real sense, their futures is a responsibility not lightly given nor lightly taken.

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**THE CLIENTS WE SERVE DISTINGUISH WESTPORT RESOURCES AND INSPIRE US TO PARTICIPATE ACTIVELY IN BETTERING THE COMMUNITIES WE SHARE.**

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## Participating and Giving Back

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Our professionals give back to Westport and our surrounding towns by serving, over the years, as board members for a variety of local organizations, including The Westport Arts Center, The Westport Country Playhouse, Hall-Brooke Behavioral Health Services and the regional board of the American Heart Association. Our professionals and staff also volunteer for a variety of local mentoring programs and other charities.



## Taking the Next Step:

# Arrange a Complimentary, Confidential Consultation

In an increasingly challenging investment climate, Westport Resources brings clear direction to wealth management. We invite you to take the next step — explore how Westport Resources can apply its investment principles, processes, services and strategies to help you achieve strategic financial results.

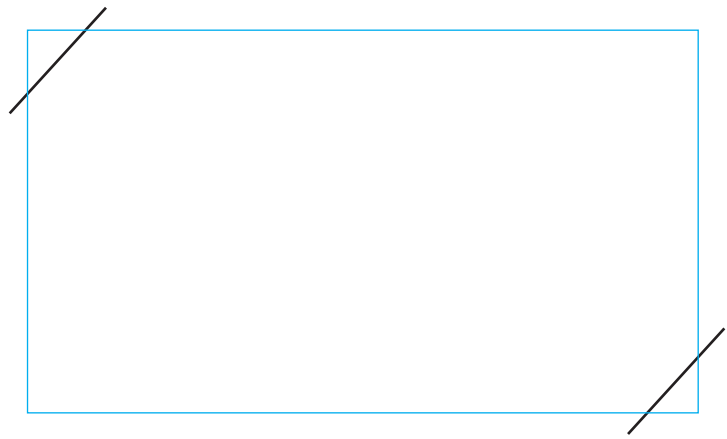
**Please call us at 800.935.0222 or 203.226.0222 to arrange for a complimentary, confidential, no-obligation consultation.**

*The paintings depicted throughout this brochure are attributable to Westport artist Peter B. Kinseley. His deep interest in the freedom of impressionist painting is evidenced in this collection of insightful images — some captured from the windows of his studio, which nudges the shores of the Saugatuck River in Westport, CT. More of Mr. Kinseley's artwork can be found at [www.peterkinseley.com](http://www.peterkinseley.com) and on the office walls of Westport Resources. Paintings depicted should not be reproduced in any form. © Peter B. Kinseley.*



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RESOURCES**

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