



From the desk of:
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Dear Investor,

Lately, some financial advisors and investors have been moving away from a commission-based structure to fee-based managed accounts. This trend makes sense on a number of levels. I'd like to tell you why.

Managed accounts appeal to some investors for their flexibility, fee basis and opportunity.

There's a lot of buzz about Separately Managed Accounts (SMAs), and for good reason. I like the way they encourage teamwork, and I like their efficiency.

In a managed money relationship, you pay a predictable fee for my financial advice and my asset management. Moreover, my fee reflects a percentage of those invested assets. So if your money does well, I do well. It's that simple.

In a fee-based managed money arrangement, I am predisposed to find the best possible investments for you ... as opposed to a broker, who has incentive to encourage the investments with the highest available commissions.

Managed accounts are often called "wrap" accounts, because management costs come "wrapped" in a single fee. If you're tired of getting nicked and cut by the load fees, management fees and/or back-end fees, SMAs may be a pleasant alternative.

Years ago, SMAs were available only to institutional investors. In recent years, the minimums on these accounts have descended, opening them up to individuals.

SMAs let you access a professional money manager. Obviously, I don't directly manage the funds within your investment portfolio. The Wall Street investment firms who create the funds do that. In a managed account you can directly contract a professional money manager, and your investment decisions are based on your individual needs.

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SMAs are tax-efficient. Managed accounts give you an opportunity to vary your tax strategy. Let's say one year you need to take losses, and the next year, you need to take gains. SMA's allow you that flexibility.

You can customize a managed account. Let's say you don't want to invest in companies that do certain things. Or perhaps you want to invest in "green" industries. With a managed account, you can usually arrange your portfolio to reflect these kinds of wishes.

If you'd like to learn more ... call me today at 562-206-0675 or simply send an e-mail to eric@erossgroup.com. I'd be happy to speak with you.

Very sincerely,

Eric L Ross Sr, MBA
Financial Consultant