



Client centered, results oriented, market wise
Our advantages are clear
THURSTON SPRINGER MILLER HERD & TITAK

Why you should be a ThurstonSpringer client: Your success is our success



LIFE SHOULD BE AN ADVENTURE. YOUR FINANCIAL WELL BEING SHOULD NOT. Our clients trust us to guide them safely through changing economic conditions and into the future they desire. We earn their trust by learning where they stand financially and where they need to go.

GETTING TO KNOW YOU. We don't offer one-size-fits-all advice because there is no such thing. All our clients are unique individuals with equally individual financial needs and goals. We start by getting to know you so we can offer you guidance based on your financial picture. That includes learning about your family situation, your current financial situation, and your future plans.

AND WHO ARE WE? We're a privately held financial planning and investment management firm. We're successful because we put our clients' best interests first. We study trends, but we don't do trendy. We identify risk and work to reduce it. In short, everything we do is dedicated to helping our clients define and move toward their goals.

We offer sound financial guidance and the services to back it up, all through the one-on-one relationship between Investment Executive and client. We're not a faceless statement in your mailbox, or a website with a call center in another hemisphere. We're local experts with a global perspective. We see the big picture—and never treat you like the little guy. We're directly accountable to you for everything we do, and directly accessible whenever you need an answer or an idea.

Are you looking for financial services with the accent on service? Look to **THURSTON SPRINGER MILLER HERD & TITAK** for the guidance, advice, and expertise you deserve.

**Astute
financial
navigation
can make
the difference
between
success
and failure**

“WE NEED TO PUT OUR CLIENTS FIRST,” WE SAID, AND THAT WAS WHERE WE STARTED. It’s still who we are. ThurstonSpringer was founded in 1981 with an emphasis on service. We soon became one of the first firms in the Midwest to reduce the brokerage cost of investment transactions substantially. (We believe competitive pressure from FINRA* Broker/Dealers like us helped create the substantial reductions in cost that retail clients continue to enjoy today.)

Over the years, we expanded our services, adding competitively priced fee-based money management and financial, estate, and retirement planning. One of the reasons we can provide independent, objective investment advice is that we have our own independent FINRA Broker/Dealer and SEC-Registered Investment Adviser.

At ThurstonSpringer, each client receives the attention of his or her personal Investment Executive, not an impersonal call center. Our Investment Executives are focused on understanding each of their clients’ needs. They serve those clients using a broad range of resources. Because we have no in-house products, our Investment Executives are free to offer their clients the services best suited to meet their needs.

Some of our clients have millions of dollars invested through our firm. Others have much less. Regardless of the size of their holdings, all our clients receive the same high-quality service. We’re certain that regardless of where you stand today, we can help you improve your financial future. Our track record of client satisfaction is your assurance that you can look to us for the financial navigation you seek.

*Financial Industry Regulatory Authority

Our history: pulling ahead by putting clients first



Why you should be a ThurstonSpringer client: Our people can help you succeed

“Never buy anything valuable or complicated from someone you don’t trust and understand

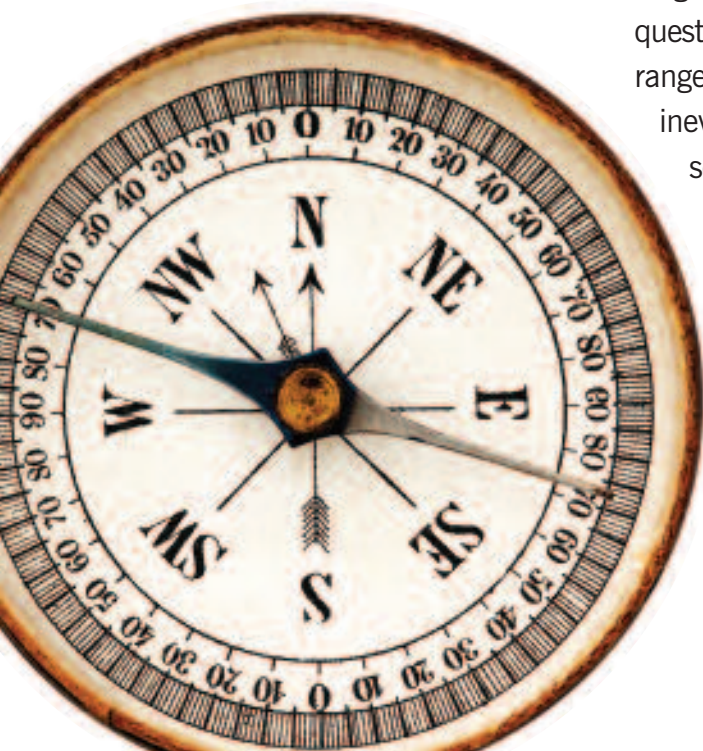
MANY OF OUR INVESTMENT EXECUTIVES AND SUPPORT STAFF HAVE BEEN WITH OUR FIRM FOR 15 YEARS OR LONGER. They stay with us because we enable them to offer the finest client services available. Not surprisingly, what makes their jobs so satisfying has everything to do with helping make your assets perform at their very best.

MANY OF OUR CLIENTS HAVE BEEN WITH OUR FIRM FOR DECADES. Our relationships with some client families extend over multiple generations. Our clients stay with us because we offer them the profitable, sensible advice they expect, and the service to match it. Equally unsurprisingly, they value our people as much for their attentive client service as for the quality of their advice.

OUR ADVISORY BOARD CONSISTS OF SIX PEOPLE WITH MORE THAN 150 YEARS’ COLLECTIVE INDUSTRY EXPERIENCE. Their wisdom and counsel influence everything we do. Our clients reap the benefits of their astute ability to offer perspective on virtually any issue affecting their assets and satisfaction.

We specialize in making sure you establish and work toward meaningful goals, and that you know where you stand at every stage of your financial journey. We’re available to answer any question you have about your assets, the market, and a complete range of economic factors—and to help you understand the inevitable cycles facing every investor. Making sure you get sound, understandable advice is one of our highest priorities.

Are you ready to work with an investment professional who really cares about and watches out for your best interests? **THURSTON SPRINGER MILLER HERD & TITAK** can offer you the financial acumen and dedicated guidance you need.





Robert Springer, Jr.
Chairman of the Board



James J. Titak
President, Certified Financial Planner

You can call these men our “sages in residence.” They head our Advisory Board and lead our efforts as a firm.

BOB SPRINGER has been in the securities industry since 1966. His experience includes supervision of sales and operations personnel and of compliance. He is a General Securities Principal, Options Principal, Municipal Principal, and Financial and Operations Principal. Additionally, he has worked as an arbitrator for the National Association of Securities Dealers (NASD, now FINRA) since 1987, resolving industry disputes. He owned and operated Springer Investment & Securities Co, Inc., from 1970 to 1989.

An Indianapolis native, Bob graduated from North Central High School and DePauw University.

JIM TITAK joined the financial-services industry in 1981. He served on the District Business Conduct Committee of the National Association of Securities Dealers (NASD) and was Vice-Chair of the Committee during the last year of his term. He is a founding member of the Small Firms Advisory Board, created in January 1998 by the NASD. This board represents approximately 80% of broker/dealer firms.

Jim was a member of the Securities Industry Association’s* Small Firms Committee from 2001-2002 and served on its Membership Committee. He served a three-year term on the Board of Directors of the Central Indiana Society of the Institute of Certified Financial Planners. From 1992-1999, Jim was the coordinator of the central Indiana adjunct faculty for the College for Financial Planning.

Jim has extensive experience working directly with investors, managing a broker/dealer firm, and working with regulators and professional bodies within the securities industry.



**Our people:
smart, savvy,
experienced,
and client
centered**

*Now the Securities Industry and Financial Markets Association

Why you should be a ThurstonSpringer client: We have the services you need



EXPECT A FULL RANGE OF FINANCIAL OPTIONS AND OPPORTUNITIES.

Maybe you've been with a firm that only offered you a narrow list of products and services. Maybe you've had to piece together the options you needed. Not at ThurstonSpringer. Our offerings are as wide ranging and diverse as our advice is independent.

If you thought you'd have to sacrifice service to get access to the kinds of client account features we offer, or sacrifice account features to get personalized service, you're in for a big—and pleasant—surprise. We offer the options you expect from large firms, without the impersonality and cost structure they often impose. We're as big as you need us to be, but we never forget how to take care of our clients one on one.

If you like having immediate access to advice but don't want to entrust your financial life to whoever answers your call in a phone center you'll never see, we offer you convenient office locations as well as the immediacy of telephone access—to your dedicated adviser.

If you like being able to read statements on line but don't want a web page as your only source of financial advice, we offer you all the advantages of on-line access to your account without the limits of an online-only service.

Are you ready for the full range of services you need to achieve your financial goals? Look to **THURSTON SPRINGER MILLER HERD & TITAK** for the choices and opportunities you deserve.

**We can
help you
find your way
toward the
goals you've
always
wanted
to reach**

Registered Investment Adviser

Savings programs

Financial planning for college

Common stock

Tax planning

Preferred stock

Managed accounts

Tax-free municipal bonds

Portfolio reviews

Options

Wealth management

Money market funds

Trust services

Mutual funds

Estate planning

Exchange traded funds

529 plans

Retirement planning

Insured certificates of deposit

IRA rollovers

Unit investment trusts

Pension & profit sharing plans

U.S. Government Bonds

Lump sum distributions

Convertible bonds

IRA accounts

Corporate bonds

Tax-deferred annuities

Zero coupon bonds

401(k) plans for businesses

Long-term care insurance

Advice on individual 401(k)

Survivorship life

Roth IRA

Life insurance

SEP IRA

**Our services:
the right
choices for
your success**



Why you should be a ThurstonSpringer client: We're devoted to financial results

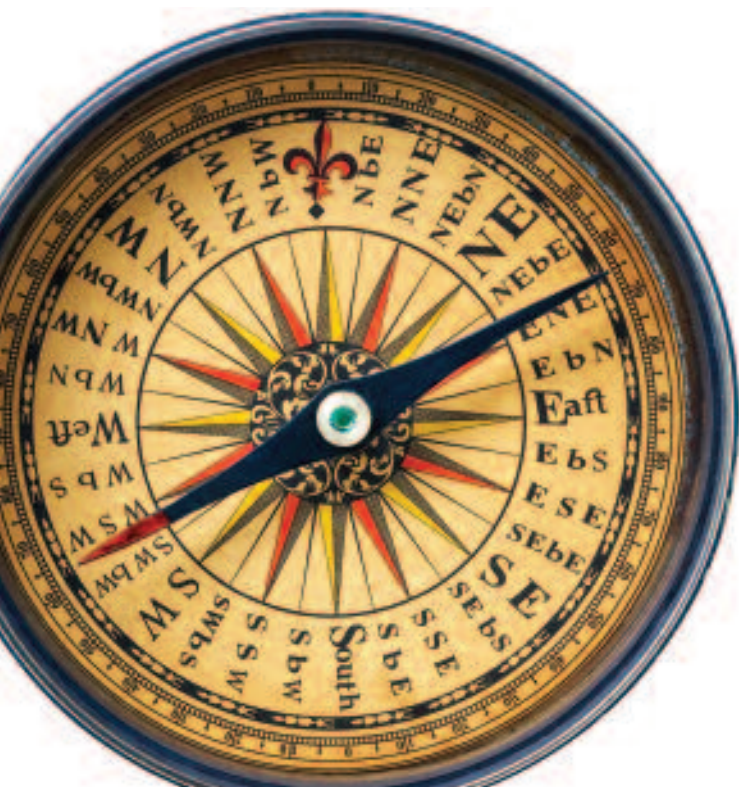
Let us
help you
improve
your
financial
future

IF YOU KNOW YOUR DESTINATION BUT AREN'T SURE WHICH ROAD TO TAKE, HIRE AN EXPERIENCED GUIDE. We can help you make sure you understand your options and work toward your objectives.

We'll sit down with you, listen to your needs, answer your questions, and devise a plan to help you get on the road toward your financial destination.

Let us show you the ThurstonSpringer difference: the ideal combination of smart ideas, sound investments, and personal attention to who you are, what you want, and what you need to know. We're certain you'll find our advantages are clear.

THURSTON SPRINGER MILLER HERD & TITAK: Financial navigation for the life you want to lead.





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