



Facts - January 2009

Summit Asset Management LLC is a registered investment advisor, founded and registered with the SEC in 1991. We are independently owned and operated by lifelong Memphians.

Clients

Individuals, families, foundations, endowments, and businesses with accounts ranging from \$100 thousand to \$20 million.

Primary Services

Investment management tailored to specific client goals and situations including risk assessment, asset allocation, and portfolio implementation and monitoring.

- We select top-performing managers specializing in each class of investments.
- We use mutual funds, ETFs, bonds, stocks, and other types of investments.
- We guide client transitions while working to minimize cost and capital gains.

Financial planning is integrated into our portfolio management process. We become part of the decision making process with families and business owners and act as a partner with attorneys and CPAs.

Additional Value-Added Services

Broad experience guiding clients through multi-faceted and complex financial situations, including:

- Tax-efficient transfer and protection of wealth for future generations.
- Tax planning, insurance evaluations, and charitable gift planning.
- Business acquisition or dissolution analysis.
- Family partnerships and trusts.

Investment Process

We seek to provide a consistent investment selection process that we believe increases the probability for asset growth while providing a margin of safety. Our philosophy is not to buy, hold, and forget.

Compensation

- Summit sells no products and is not compensated by sales commissions or loads.
- Summit charges clients a fee based on the amount of assets under our management.
- Fee-only compensation helps eliminate conflicts of interest often in product sales organizations.
- As registered investment advisors, our incentives are aligned with our clients' interests.

Assets Under Management

Approximately \$350 million.

Summit Associates

Stephen H. Rhea, MBA, Principal
Alex Thompson, CLU, ChFC, Principal
Lance W. Hollingsworth, CFP, Principal
John N. Laughlin, MBA, Principal
Peggy K. Adler, MBA, Chief Administrative Officer

Sarah R. Haizlip, MA, SVP Client Development
Amery Staub, CFP, Portfolio Manager
Minna Glenn, Administrative Assistant
Tread Thompson, Client Services