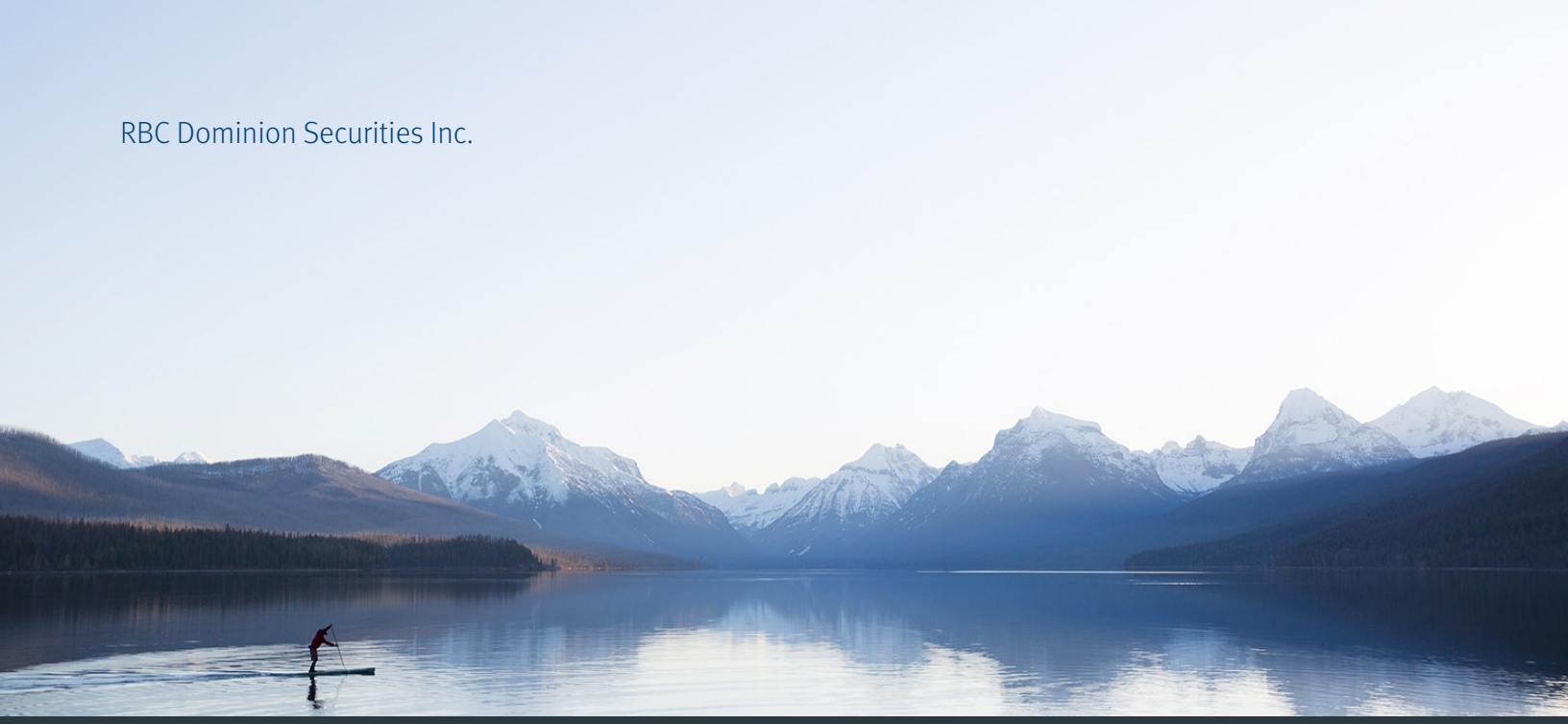
RBC Dominion Securities Inc.



Criterion Capital Group of RBC Dominion Securities

A boutique approach to comprehensive wealth management

Wealth Management
Dominion Securities

Criterion:

A basis on which something can be evaluated or judged

An introduction from Dave Agnew

Head, RBC Wealth Management - Canada
Chairman and CEO The Royal Trust Company

Dear investor,

RBC Dominion Securities has been helping individuals and corporations achieve their financial goals since 1901. Today, we are Canada's leading provider of professional wealth management services and are entrusted with over $250 billion in client assets.

Criterion Capital Group of RBC Dominion Securities is one of the top advisory teams at the firm. The team has more than 200 years of combined experience within the financial industry.

Criterion Capital Group is a leader at RBC Dominion Securities; for more than 20 years Jim Keith has been a member of our prestigious Chairman's and Executive Councils in recognition of the high standards with which he serves clients and the quality of his investment management expertise.

By choosing Criterion Capital Group of RBC Dominion Securities, you benefit from the breadth and stability of a large global organization while maintaining the personal connection and accountability of a small entrepreneurial team. I am confident in recommending Criterion Capital Group of RBC Dominion Securities; you will be very well looked after.

We look forward to a long and successful relationship.

Introducing Criterion Capital Group of RBC Dominion Securities

Our mission statement

We will earn your trust by listening intently as you define your needs and objectives.

We will focus our efforts in helping you achieve your goals through a clearly defined process.

We will respect your privacy and confidentiality in all dealings.

At Criterion Capital of RBC Dominion Securities, we provide experience and expertise to families and organizations who expect responsive service and knowledgeable guidance.

We specialize in working with the highest levels of wealth—and the complex opportunities that wealth brings. As a team that can provide services similar to that of a family office, we act as the central coordinator for your complex financial lives to ensure appropriate, integrated service, due diligence and a state-of-the-art investment approach.

As members of RBC Wealth Management, Canada's leading wealth management provider, we offer clients access to a wide range of financial resources, research and support.

Our clients

Our clients have unique tax, estate and financial planning needs. They appreciate the global strength and stability of RBC, and the wide network of professionals worldwide who partner with us to bring them the calibre of service they require.

Coordinate, facilitate, implement: A strategy to reach your goals

As your family's "personal CFO," we strive to provide you with a centre of financial stability and clarity.

By acting as the dedicated single point of contact, we will ease the complexity of managing all the facets of your wealth. As a result, you'll experience peace of mind knowing that all of your financial concerns are handled comprehensively and communicated to you in plain language.

As your family's "personal CFO" our aim is to streamline and secure your wealth for the long term by using a holistic approach guided by a written strategy based on your goals and objectives.

To help you accomplish your goals, we will draw on additional RBC Wealth Management capabilities and expertise, and your own trusted external specialists.

As a coordinator to your professional advisory team, our services may include:

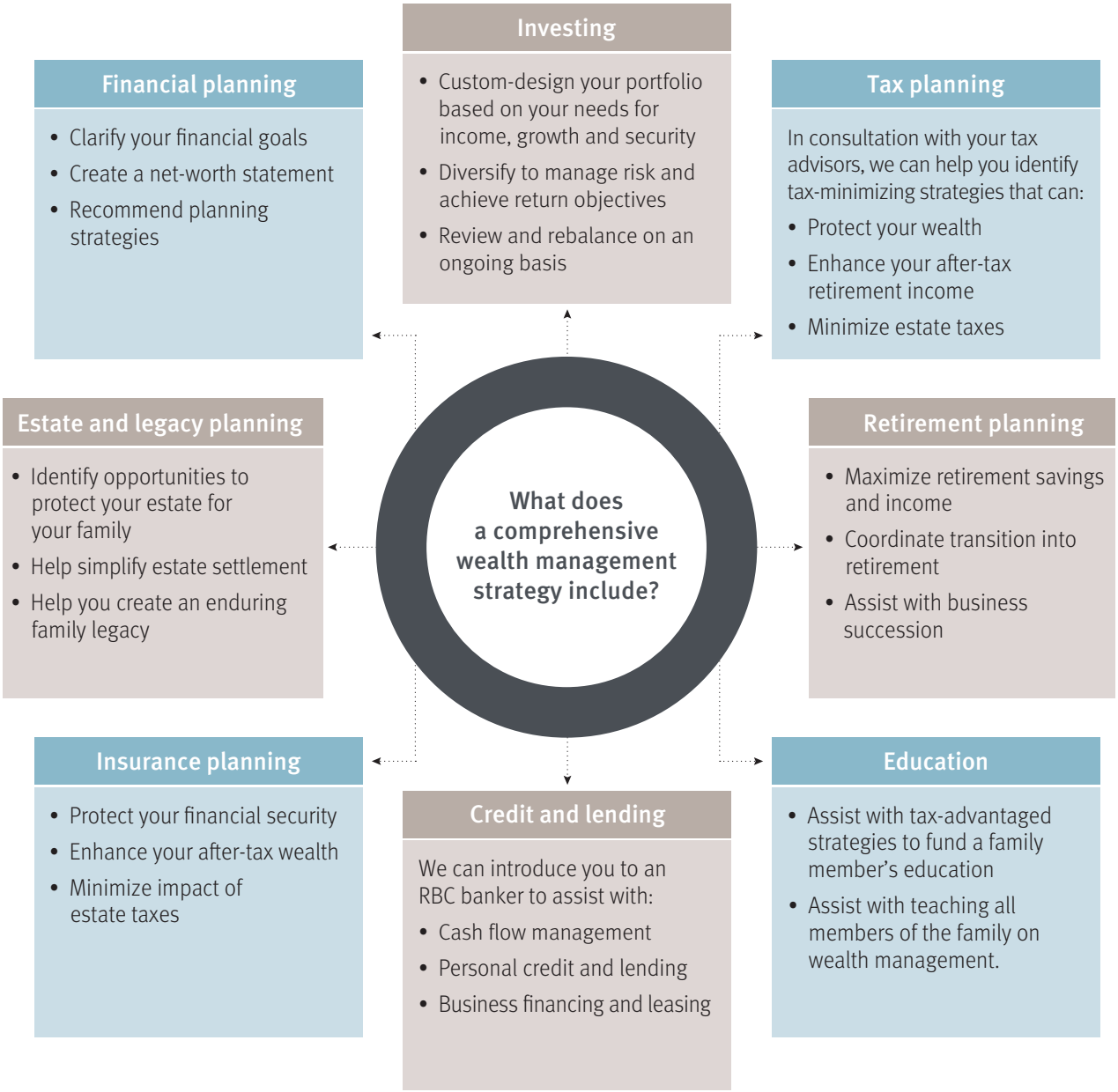
- Investment portfolios tailored to your long-term needs for growth, capital preservation and income
- Business owner planning, including valuation, succession planning, leveraging solutions and the protection of business assets
- Legacy planning to ensure the orderly and responsible transition of assets to family members and charitable causes
- Tax-minimization strategies to reduce overall family taxes
- Education savings plans to provide for children and grandchildren's post-secondary education
- Coordinating strategy and facilitating communication with your advisory team—your lawyer, accountant, business partners and others—or making referral recommendations as needed

These and other services are incorporated into your wealth management plan on an as-needed basis. This will ensure that implementation is streamlined and simplified.

Creating your comprehensive wealth management strategy

We will create a detailed action plan for the ongoing preservation of your wealth.

To do so, we will draw on partners from RBC Wealth Management Services to address estate planning, business owner planning, taxation, insurance and other concerns.



Private Investment Management

Discover Private Investment Management – enhanced peace of mind.

As you pursue your goals, you may discover you have less and less time to focus on important matters such as the management of your wealth. Indeed, as you enjoy greater success in life, your financial affairs will likely become more complex and demand more of your time.

You need professional wealth management that enables you to focus on what's important to you. You need someone you can trust who will make important decisions on your behalf, and manage all aspects of your investment portfolio.

To help you delegate these important responsibilities with confidence, we are pleased to offer you RBC Dominion Securities' Private Investment Management.

Private Investment Management is our premium level of discretionary wealth management, available to our private clients with portfolios exceeding $1 million. It is designed to free you from the day-to-day details of managing your wealth, so you can pursue your own personal and professional goals.

Achieve your goals with confidence

Private Investment Management offers you a completely customized portfolio, designed for you by your personal portfolio manager. Your individual portfolio is built from the ground up based on factors such as your growth requirements, income needs and risk tolerance. Furthermore, you hold segregated securities in your portfolio—providing you with greater flexibility in how your portfolio is structured.

Your portfolio manager will handle all the details on an ongoing basis, working within the specific guidelines established in your Investment Policy Statement. Your portfolio manager is always accountable to these guidelines, which are reviewed at least annually and updated in consultation with you. In addition, an extensive team of professionals supports your portfolio manager with:

- Investment strategy and research
- Recommendations on portfolio composition
- Reviews of your account

Your portfolio manager can take advantage of investment opportunities quickly and efficiently because your approval is not required for every single transaction. A careful process involving strict guidelines, checks and balances, and formal reviews ensures your portfolio is managed with the highest standards of ethics and professionalism.

The framework for success

Private Investment Management is built on a foundation of trust and confidence.

To ensure we always act in your best interests, your portfolio manager must follow a meticulous six-step process that balances your desire for freedom with your expectation for excellence.

1. Create your Investment Policy Statement

The first step is to develop your Investment Policy Statement—the document that guides your portfolio manager in making appropriate investment decisions on your behalf.

Your Investment Policy Statement, created specifically for you, takes into account your return expectations, income requirements, risk tolerance, time horizon, tax situation and any unique preferences.

Based on all these factors, your portfolio manager can recommend an ideal asset-allocation model for your portfolio. How your portfolio is divided among the three main asset classes—cash, fixed income and equities—is the most important factor in determining the balance between managing risk and providing higher returns.

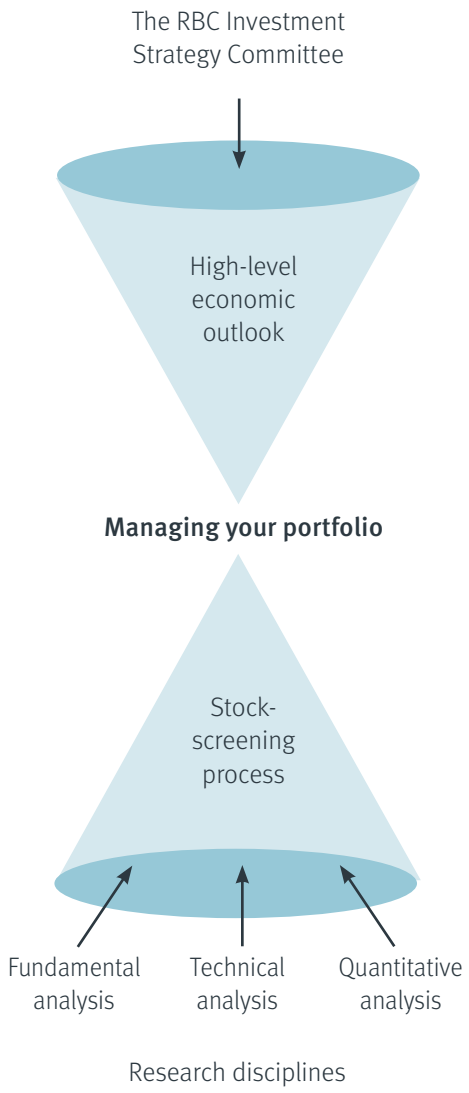
Depending on your circumstances, a fourth asset class called alternative investments may also be included in your portfolio. Currently, this asset class deals primarily with the use of hedge funds to maximize portfolio diversification.

In addition, your portfolio may be diversified along geographic lines, and with a variety of individual securities in each asset class.

2. Build your portfolio

Based on your ideal asset-allocation model, your portfolio manager will select an appropriate combination of investments for your portfolio. Virtually every type of investment is available to help you meet your needs.

In selecting your investments, your portfolio manager combines understanding of the "big picture"—overall global economic and market trends—with fundamental research of individual investment opportunities. Senior economists, portfolio strategists and research analysts from various parts of RBC augment your portfolio manager's insight into these key areas.



3. Manage your portfolio

Market and economic conditions change. Your personal situation and goals will also change. As a result, it is essential to make appropriate adjustments to your portfolio.

Your portfolio manager will make day-to-day investment decisions on your behalf to respond to and anticipate the changing market and economic landscape. If the outlook for a certain sector of the economy brightens, your portfolio manager may increase your holdings in that sector. Similarly, if the outlook for a certain region of the world improves, your portfolio will be adjusted accordingly within the guidelines established in your Investment Policy Statement.

4. Third-party review and monitoring

Your portfolio is reviewed continually by our Private Investment Management Risk Management Group to ensure it is managed according to the terms of your Investment Policy Statement. The Private Investment Management Risk Management Group also reviews your portfolio based on a second set of guidelines that overlays the entire program. These guidelines are in place to ensure that all Private Investment Management clients hold quality investments and a suitable asset mix for their situation.

In making day-to-day investment decisions, your portfolio manager is supported by a considerable array of resources

- RBC Investment Strategy Committee, which is comprised of our senior economists, strategists and analysts, makes quarterly recommendations for portfolio structure based on a well-considered outlook for the future direction of global markets and economies.
- RBC Capital Markets Research Department, with over 40 research analysts, provides fundamental, quantitative and technical research on individual companies and sectors.
- Portfolio Advisory Group offers your portfolio manager day-to-day advice on portfolio structure and composition.
- Fixed Income Advisory Group provides access to Canada's largest inventory of fixed-income investments, including bonds and money-market instruments.
- Wealth Management Services team, through your portfolio manager, assists with your needs for tax, estate and financial planning.

5. Adjusting your investment strategy

Your portfolio manager will also meet with you to review your portfolio and get an update on your personal and financial situation. Your goals are likely to change over time, and your portfolio needs to reflect that.

6. Keeping you informed

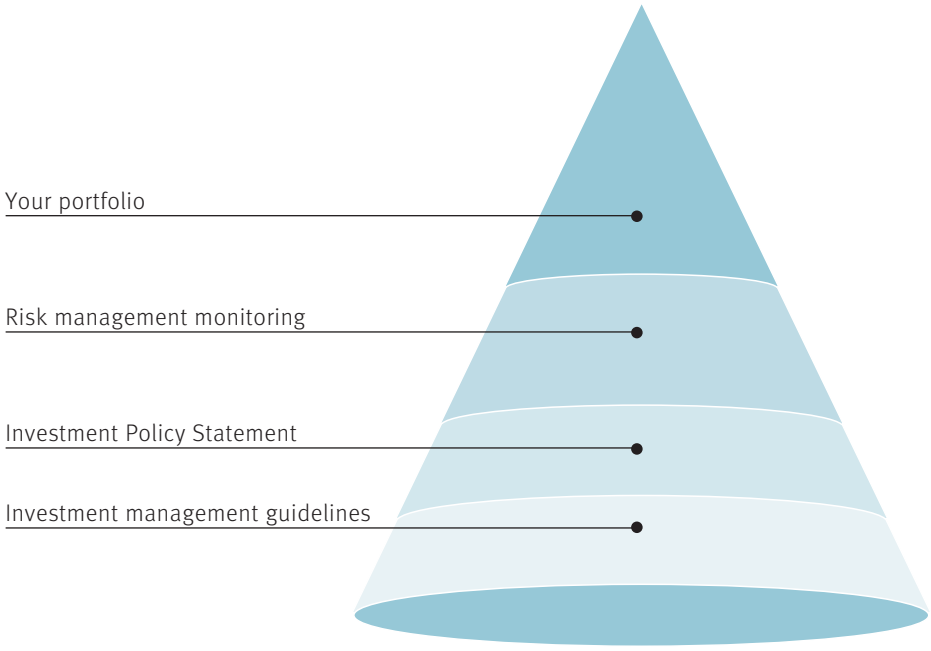
You will receive a monthly account statement that details your portfolio activity and provides the current market value of all your positions. You also have access to your accounts and timely market information through our online services.

Investment management parameters

Your portfolio manager makes day-to-day investment decisions within the guidelines set in your Investment Policy Statement.

Additional guidelines are in place to ensure the high level of investment management you expect:

- Clear portfolio focus (Canadian, North American or global)
- Diversification standards for your portfolio and each asset class
- Minimum liquidity requirements for all equities
- Fixed-income maturities staggered to mitigate the impact of fluctuating interest rates
- Quality fixed-income investments
- Minimum credit rating for bonds
- Active fixed-income management when warranted in consultation with the Fixed Income Advisory Group



The resources of Canada's leading wealth management firm

RBC Dominion Securities has been helping clients achieve their goals since 1901.

Today, we are Canada's leading provider of wealth management services, trusted by more than 400,000 clients across Canada and worldwide, and a member of RBC, Canada's largest financial services organization.

Through your portfolio manager, you have access to comprehensive wealth management solutions designed for your individual needs. Working together with our RBC partners, we offer all the services you need to achieve your financial goals, including portfolio management, investment advice, financial planning, trust and executor services, estate planning and private banking.

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Wealth Management
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