RBC Dominion Securities Inc.

THE PFP GROUP

OF

RBC DOMINION SECURITIES

Wealth Management
Dominion Securities

Wealth management is the professional consideration of all moving parts that directly relate to your financial wellbeing – a simple explanation that requires not-so-simple solutions.

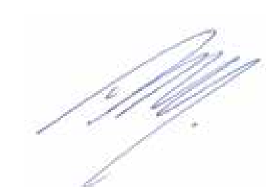
What does wealth management mean to you?

In my 25 years in financial services, I've come to understand that wealth management often means different things to different people. One of the biggest misconceptions is the idea that wealth management is another term for investing or financial planning. It's true that these services are important components, however, alone they barely scratch the surface.

At The PFP Group of RBC Dominion Securities, we view wealth management as the professional consideration of all moving parts that directly relate to your financial wellbeing – a simple explanation that requires not-so-simple solutions.

We know that people come into wealth in many different ways. Whether it's from having built a viable business, forged a successful career, or received an inheritance, each individual's circumstance is unique and requires personalized strategies to achieve their financial goals. Backed by an industry-leading wealth management services team, we will work diligently with you and your other key advisors to meet all of your wealth management needs.

The one thing that has been consistent throughout my career is that developing the right strategy and sticking to it are equally important components to achieving ongoing success. That is why we are deeply committed to building a lifelong relationship with each client. We understand that earned trust, a commitment to professionalism, open communication and complete transparency are essential building blocks of every meaningful relationship.



Alex Mainella
Vice-President & Portfolio Manager
The PFP Group, RBC Dominion Securities

Putting your needs first

Wealth management doesn't stop at sound investing. At The PFP Group of RBC Dominion Securities, our experienced team of advisors offers integrated solutions for high-net-worth business owners, affluent families, executives and professionals seeking a highly personalized approach to managing all of their financial needs.

Our commitment to providing the very best professional services incorporates working with all aspects of your overall wealth and estate, including: family trusts, holding companies, personal assets, business transitions and complex tax situations.

Whether you're in the process of accumulating wealth, converting wealth, protecting wealth or transferring wealth, we understand that providing a comfortable future for you and your family is really what matters most.

We work with today's leading advisors and professionals, both internal and external, to see that your full wealth picture is understood and managed accordingly.

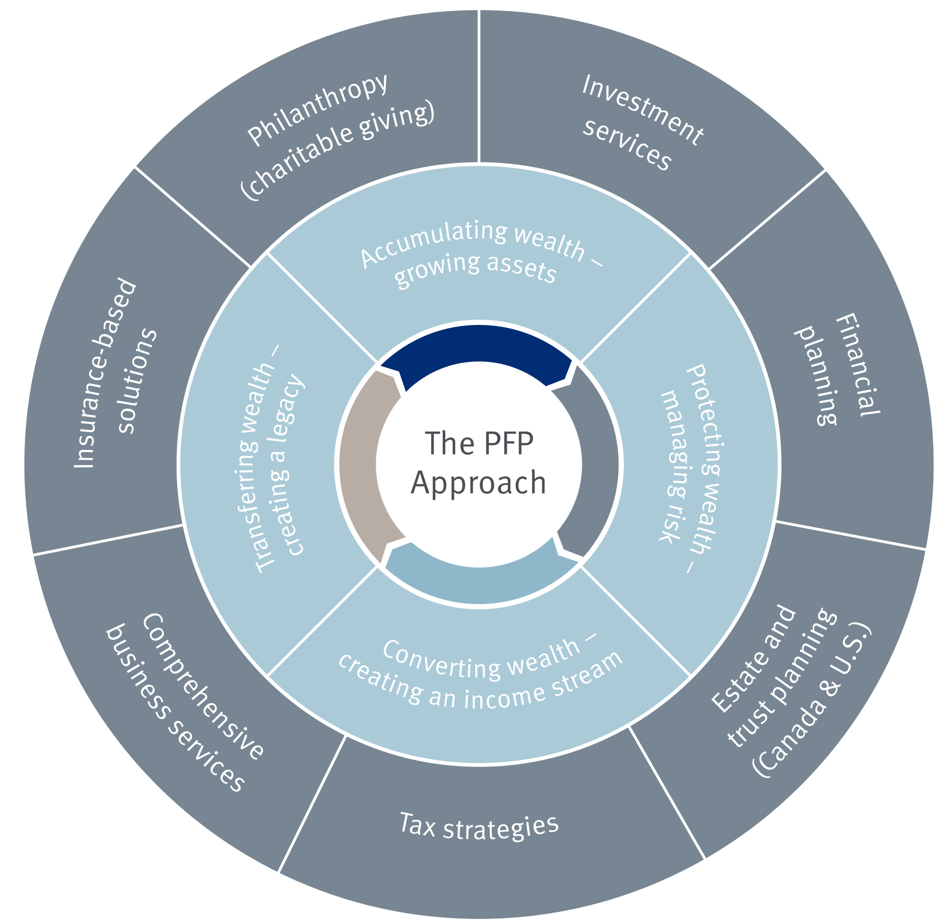
Our collaborative approach to managing wealth offers great flexibility, which can include structuring a team of our trusted advisors, working with your existing team of professionals, or a combination of both.

At The PFP Group of RBC Dominion Securities, our goal is to build the right team and work together to ensure you achieve the strongest possible outcome.

Meeting your needs at each life stage

Accumulating wealth	Converting wealth	Protecting wealth	Transferring wealth
We develop strategies to achieve your financial goals, including planning for retirement, funding an education, optimizing your business, or preparing for a major purchase.	We provide financial solutions to bridge the gap between your working and retirement years, convert business into personal wealth, and maximize your after-tax retirement income.	To help protect your financial well-being we implement ongoing strategies to manage risk, maintain capital preservation, and navigate volatile market conditions to ensure the best possible outcome.	To help you create a lasting legacy, we work closely with our network of estate planning specialists, addressing your needs for succession planning, family inheritance and charitable giving.

Our collaborative approach to wealth management



In any venture, success requires a strategic vision and the right people to turn that vision into reality. At The PFP Group of RBC Dominion Securities, we believe that managing your wealth is much like running a successful venture.

You need a vision – and we will help you clarify the vision you have for your wealth. You also need people – and we will bring together a diverse team of people, specializing in key wealth management disciplines, from inside and outside RBC.

Our integrative process also extends itself to collaborating with your existing trusted advisors to achieve the very best wealth management strategy possible.

How we invest

At The PFP Group of RBC Dominion Securities, our investment process starts with an investment in you. We take the time to get to know you, and understand why you are investing. From there, we create a personalized Investment Policy Statement, which documents your unique situation, needs and goals.

We believe in a top-down portfolio management approach. That means all of our investment decisions begin with an analysis of the global economic environment and market cycle. We then choose a mix of investments combining your needs with our view of the global economy and markets.

Our primary goal is to preserve your capital. To manage risk, we diversify your investments beyond just stocks, bonds and cash. We also diversify by geography, industry sector, management styles and credit quality.

In addition, we consider the full range of investment solutions when building your portfolio, enabling us to have a truly unbiased view. The result is an investment portfolio that strives to capture much of the market upside, while managing the downside risk.

The process doesn't end there. We continually reassess your investment holdings to ensure they stay in line with your short- and long-term goals, while keeping you informed of your progress through regular communication. The net result is a relationship with you based on trust and transparency – one that will leave you feeling confident that your money is being managed with your best interests at heart.

Alex Mainella, CIM, CFP

Vice-President, Portfolio Manager
& Wealth Advisor

Alex has 25 years of experience helping clients reach their financial goals within RBC, with an extensive background in corporate banking, capital markets, private banking and wealth management. His experience provides him with a strong understanding of the financial markets while relying on his risk management expertise to help protect his clients' capital. Today, he deals primarily with high-net-worth individuals and business owners, focusing on managing growth and volatility, capital preservation and tax-efficient income.

Clients value Alex's ability to explain complex concepts in simple terms and the personalized attention he provides. He offers comprehensive wealth management, coordinating internal and external professional resources to cover all legal, financial and insurance aspects of his clients' wealth management. He communicates closely with his clients to ensure their understanding of the strategies he recommends.

Alex holds a business degree from York University and is a Certified Financial Planner (CFP) and Chartered Investment Manager (CIM). He was recently named President of the President's Club in recognition of the quality of client service he provides and his leadership within RBC Dominion Securities. This award is given to one individual per year and is the highest honour awarded to an advisor at the firm. As a testament to the integrity and quality of his business practice, Alex has also been awarded a coveted position in RBC Dominion Securities' Chairman's Council, which is reserved for the firm's top-performing advisors.

Supporting Alex in providing you with comprehensive wealth management services and advice are his partners at the PFP Group of RBC Dominion Securities, Vice-Presidents & Portfolio Managers Ian Po and Mark Porretta.

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