

BRADLEY
Investment Management Group
of Wachovia Securities



**WACHOVIA
SECURITIES**

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Bradley Investment Management Group has over 77 years of combined experience in the financial markets with a staff dedicated to customer service.

The cornerstone of the group is a commitment to performance, integrity and quality. The goal is to apply our service-oriented philosophy to a very select group. Our clients deserve a high level of service and professionalism. They need and want an investment professional that will listen to them, care about them and provide a level of service and attention that meets their needs and exceeds their expectations.



A Continuous Process ...

Investing with the Bradley Investment Management Group involves an ongoing dialogue to review your portfolio, assess new investment opportunities and re-evaluate your strategy as market conditions or your objectives change. Our team's mission is to help clients develop a sound financial plan that is personalized to their individual needs. Developing a financial plan to achieve all of your financial goals is a real challenge. It's tough to find the time, and even harder to implement the plan. That's why our advisory process can make it easy for you. How you allocate the assets in your portfolio is one of the factors critical to its performance over time.¹ The primary purpose of asset allocation is to balance your long-term goals with your tolerance for risk. We can assist you in balancing strategic risk and return and help to devise a system to maintain a sound financial plan for your future.

¹ Asset allocation does not eliminate the risk of fluctuating prices or uncertain returns.

Securities and Insurance Products:

NOT INSURED BY FDIC OR ANY FEDERAL GOVERNMENT AGENCY · MAY LOSE VALUE
NOT A DEPOSIT OF OR GUARANTEE BY A BANK OR ANY BANK AFFILIATE

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David W. Bradley

David graduated from The University of Tennessee in 1981 with a B.S. degree in Business Administration. He joined Wachovia Securities in 1984. He is a Financial Advisor and Retirement Planning Consultant. David focuses on the investment management process by screening and evaluating the best money managers in the industry and using them based on each individual client's needs and objectives. David has been named to the Wachovia Securities'

President's Council every year since 1997 as recognition for being in the top 5 percent of Financial Advisors with regard to professionalism, productivity and service. His title is Managing Director – Investments, the highest Financial Advisor designation. During his career, David has been selected as one of the top 11 Financial Advisors in Tennessee by *Research* magazine². In the past, he has served as President of the Davidson Country UT Alumni Association, and he has also served as a member of the UT Board of Governors, YMCA – YCAP Board and Brentwood United Methodist Foundation Board.



B. Tate Lamastus

Tate graduated from David Lipscomb University in 1996 with a B.A. degree in Finance Economics. He began his career in the securities industry in 1996 and joined Wachovia Securities in 1997. Working with David, Tate's primary focus is using his knowledge and experience to help the group in the investment decision process.



Gail Harris

Gail attended college in Miami and moved to Tennessee in 1976 where she began her financial-services career with Prudential Securities, a predecessor firm of Wachovia Securities. In addition to her experience, she holds General Securities Representative (Series 7), General Securities Sales Supervisor (Series 8), Uniform Securities Agent State Law Examination (Series 63) and Uniform Investment Advisor Law Examination (Series 65) securities registrations, the NFA Supervisory License - Commodities (Series 3) and applicable life and health insurance licenses. Before she joined the Bradley Investment Management Group, she advanced to become a Branch Administrative Manager during her 15 years with another well-known financial-services firm. Gail focuses on client service excellence and providing team support.



Carolyn W. Horn

After attending the University of South Carolina, Carolyn started her financial-services career in 1995. When providing our clients with operational support, she draws on her experience in the securities industry and her professional credentials, which include the General Securities Representative (Series 7), General Securities Sales Supervisor (Series 9 and 10), Uniform Securities Agent State Law Examination (Series 63) and Uniform Investment Advisor Law Examination (Series 65) securities registrations and applicable life and health insurance licenses. Before she joined our group, she spent 10 years in various management positions and most recently worked as the Director of Investment Operations with another nationally-recognized financial-services firm.

Specific Services Provided ...

- **Personal Investment Planning**

An in-depth evaluation of your financial profile. This includes an assessment of net worth, cash flow, tax liabilities, current investments and investment income.

- **Investment Allocation Strategy**

Diversification is one of the most critical components of any investment plan. It is an investment approach for a balanced, well-allocated portfolio, in which your assets are apportioned among various investment types, such as stocks, bonds and cash equivalents.

- **Retirement Plan Distribution Analysis**

For investors who are about to receive a lump-sum distribution from a qualified retirement plan, this process can help you minimize taxes, maximize returns, meet current tax law requirements, and understand the 20 percent withholding penalties. Please keep in mind that Wachovia Securities is not a tax advisor.

- **Retirement Income Analysis**

The Bradley Investment Management Group can help you evaluate whether your current investments will allow you to retire when you choose. If the analysis indicates that your current investments are not sufficient for your retirement income goals, we will present alternatives, which may be more suitable for you in light of your individual risk tolerance and investment objectives.

- **Education Funding Analysis**

The Bradley Investment Management Group will assess the amount you should invest, either as a lump sum or in annual contributions, to finance the education of your children or grandchildren.

Please contact us ...

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² Based on The Winner's Circle criteria. The Winner's Circle® ranking process begins with a national survey of approximately 100 securities firms, insurance companies, banks, independent financial advisor practices and other organizations that employ Series 7 registered financial advisors; these firms promote objective and independent advice with open-architecture access to financial products. These lists are based on qualitative criteria, including managing partners with a minimum of 7 years' financial services experience, and other weighted criteria ranging from productivity per partner, credentials, acceptable compliance records and wealth-management focus to customer satisfaction reports and other data that firms provide. Teams are quantitatively ranked based on an algorithm that weights varying types of revenues, and custodied and non-custodied assets advised by the financial professional, with weightings associated for asset types.

The ranking does not consider client portfolio performance.