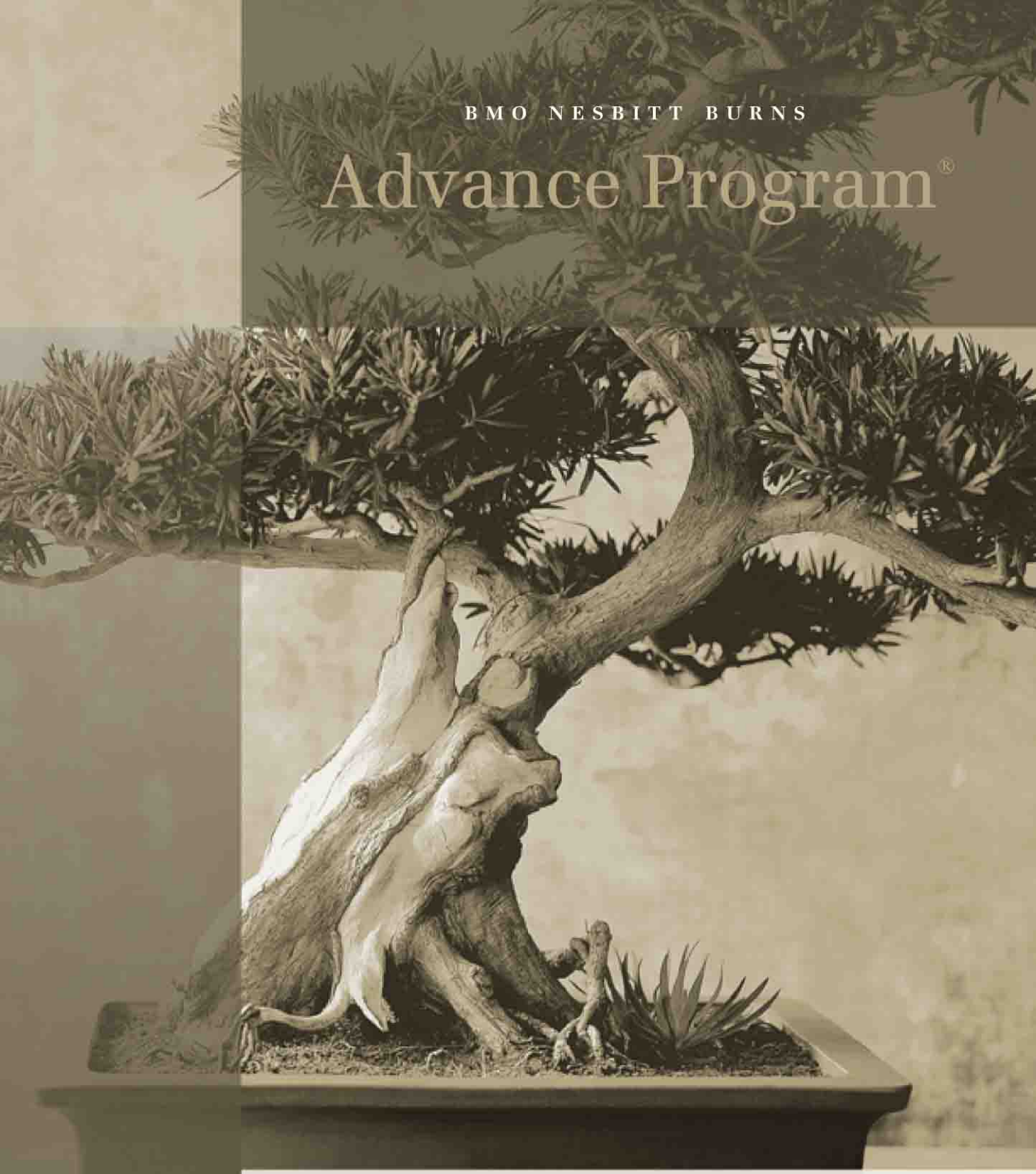


BMO NESBITT BURNS

# Advance Program<sup>®</sup>



BMO



Nesbitt Burns<sup>SM</sup>  
Private Client Division

# THE BMO NESBITT BURNS ADVANCE PROGRAM®

Similar to the ancient art of bonsai, the BMO Nesbitt Burns Advance Program embodies the timeless ideals of balance, excellence and commitment.

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Today, these ideals are equally important in the management of your wealth. Investing has become increasingly complex, demanding more attention and expert knowledge. Whether you are an individual investor, or you represent the finances of an institution, foundation or endowment, you want the right blend of attentive, personal service, and sophisticated financial expertise. This is the goal of the Advance Program.

The Advance Program is a comprehensive wealth management solution. Guided by your Investment Advisor, you set the overall strategic approach for your portfolio and delegate the day-to-day investing to experts. Advance offers the benefits of professional money management, adherence to sound risk management principles, as well as stringent portfolio monitoring and reporting – for one all-inclusive fee.



PODOCARPUS MACROPHYLLUS "MAKI" - CHINESE PODOCARPUS - 155 YEARS



PRUNUS NIPPONICA BAR. KURILENSIS - JAPANESE FLOWERING CHERRY - 10 YEARS

## THE ADVANTAGE OF ADVANCE

The Advance Program offers you all of the benefits of a managed assets program – and much more.

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In a managed assets program, professional managers handle the day-to-day investment decision-making on your behalf. You retain ultimate control, but you needn't be involved with researching, analyzing or selecting the investments for your own portfolio. In this way, you gain the freedom to spend more time on your own interests, reassured that your investments are well tended.

With the Advance Program, you work closely with your Investment Advisor, who analyzes your investment requirements and objectives, and recommends a suitable investment manager. To provide the security of diversification, your investments may be managed by more than one investment manager, based on your portfolio's size and needs. And to ensure optimum tax-efficiency, your portfolio is fully segregated.

Although wealthy individuals and large institutions have traditionally relied upon professional investment management, many of the world's best managers have remained beyond the reach of most individual investors – and certainly only a select number of wealthy investors or institutions would work with more than one manager. With the Advance Program, you have access to these experts.

Once selected for the Advance Program, the investment managers are monitored continually by both BMO Nesbitt Burns and William M. Mercer Limited. For added peace-of-mind, your Investment Advisor regularly reviews your portfolio's ongoing suitability and your manager's performance to ensure that your investments continue to meet your needs and objectives. Altogether, Advance is an investment program that gives you the best of all worlds.



ACER PALMATUM SSP. MATSUMURAL - JAPANESE MAPLE - 30 YEARS

## A TEAM FOCUSED ON YOUR NEEDS

The Advance Program provides you with a team of investment professionals, working on your behalf to enhance your investing strategy.

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Your Investment Advisor begins by working with you to analyse and develop your overall investment approach, including your investment objectives, needs, and preferences. Once these have been established, your Investment Advisor will provide you with your personal Investment Policy Statement, which becomes the master plan for your investment strategy.

Based on your unique needs and objectives – as outlined in your Investment Policy Statement – as well as the expert manager analysis of BMO Nesbitt Burns and William M. Mercer Limited, your Investment Advisor will recommend one or more managers for your portfolio.

The selected investment managers build and manage your portfolio, making investment decisions on your behalf, in order to meet your stated investment objectives.

Your Investment Advisor, BMO Nesbitt Burns, and William M. Mercer Limited work together to continually monitor your investments, and to report in detail on your portfolio's progress on a quarterly and annual basis. At all times, your Investment Advisor will guide you with professional advice and service, and will answer any questions that you may have about your portfolio.

This team of dedicated professionals is committed to helping you reach your investment goals.



LIMONIA ACIDISSIMA - ELEPHANT APPLE - 45 YEARS



## PREPARING THE GROUNDWORK: YOUR INVESTMENT POLICY STATEMENT

The foundation of your Advance Portfolio is your personal Investment Policy Statement.

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The Investment Policy Statement is the foundation on which your portfolio is built. It guides your investment managers as they build and manage your portfolio; it provides a benchmark against which the success of your investments can be measured; and it is a plan for you and your Investment Advisor to periodically review and monitor the progress of your portfolio towards your investment goals.

To begin, your Investment Advisor works with you to build a comprehensive picture of you as an investor – everything from your current financial situation to your long-term objectives and any special circumstances. You may set specific investment constraints within your portfolio based on personal investment preferences, such as avoiding investing in certain industries or countries, or a particular security.

Based on this analysis, your Investment Advisor develops your personal Investment Policy Statement, setting out your objectives, the type of investments you will own, and the management style governing them. Your Investment Policy Statement also outlines your overall investment profile – for example, whether you are a conservative investor focused on capital preservation, or a moderately aggressive investor seeking growth. For you, as well as the team of professionals guiding your portfolio, your Investment Policy Statement is an essential document that helps plan and direct your progress for the future.



LIMONIA ACIDISSIMA - ELEPHANT APPLE - 42 YEARS

## SHAPING YOUR PORTFOLIO: YOUR INVESTMENT MANAGERS

With more than 20,000 investment managers in the world, selecting some of the best is clearly a challenge. An equally important task is monitoring the chosen managers to ensure they continue to meet the high standards required for the Advance Program.

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In the selection of managers, BMO Nesbitt Burns works closely with William M. Mercer Limited, the largest investment consulting, actuarial and benefits firm in Canada. Together, we interview those investment management firms that satisfy the Advance Program's lengthy and rigorous criteria. Based on these qualitative and quantitative measures, BMO Nesbitt Burns selects a number of leading Canadian, U.S. and international money managers to participate in the Program.

Because BMO Nesbitt Burns believes strongly in the importance of monitoring the Advance Program's investment managers, we employ a unique, multi-layered system. Working with William M. Mercer, we identify and examine any changes in four key areas: the investment manager, their investment philosophy, investment procedures, and of course, performance. For example, we consider whether there is any "style drift" or change in the manager's investment philosophy or approach. Moreover, the manager's performance is analysed relative to their peers and against established benchmarks.

Based on our overall review of the investment managers, we confirm the appropriateness of each manager's ongoing involvement in the Advance Program every quarter.



CHAMAECYPARIS PISIFERA PLUMOSA COMPRESSA - SAWARA FALSE CYPRESS - 20 YEARS

## CONFIDENCE AND CONTROL: THE IMPORTANCE OF REPORTING

As part of our commitment to accountability, the Advance Program provides a comprehensive reporting package that reviews and assesses your progress toward achieving your long-term investment goals.

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On a quarterly basis you will receive a detailed Performance Analysis of your portfolio, summarizing contributions and withdrawals, investment growth, realized gains/losses, dividends and interest. Your quarterly review will also highlight rates of return for your total portfolio and for each asset class. Comparable benchmarks, such as various market indices, are included for your review. The report also includes a detailed commentary by your investment manager or managers, covering relevant economic and market events. Your Investment Advisor will discuss this analysis with you and how these events impact your portfolio.

As part of your reporting package, you will also receive a detailed Annual Report. The Executive Summary outlines all activity in your account for the past year, including beginning and ending asset levels, net capital gains/losses, net annual returns, fees and execution costs.

# ACHIEVING A BALANCE: MOVING FORWARD WITH ADVANCE

In our increasingly complex and demanding world, time has become the most precious of commodities – and managing our time is the one element necessary to retain balance in our lives.

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The BMO Nesbitt Burns Advance Program was created from a vision of quality and distinction. By integrating the services of your Investment Advisor with the expertise of top investment managers, you are uniquely able to benefit from a customized and world-class approach to investing.

In all of its facets and features, the Advance Program is designed to meet the needs of discerning investors. Our methodical manager selection and monitoring process gives you confidence that your investments are always being managed by the best in the industry. Our comprehensive reporting package provides the in-depth information you need. Our

straightforward, all-inclusive fee structure offers simplicity. And most importantly, our team of professionals ensures that you have the freedom to focus on what is important in your life, and gives you the peace-of-mind that comes with knowing your investments are well cared for.

## Benefits of Advance

- The ongoing advice and service of your Investment Advisor
- Freedom from time-consuming day-to-day investment decisions
- Access to world-class investment managers
- Single or multiple investment manager solutions
- Objective third-party monitoring provided by William M. Mercer Limited, one of North America's largest consulting firms
- An individually-tailored portfolio
- Segregated portfolios, in which the investor owns the underlying securities
- A personalized Investment Policy Statement
- Comprehensive quarterly and year-end reporting
- An all-inclusive, competitive fee structure

The BMO Nesbitt Burns Advance Program: altogether, the investment program of choice for those who believe in the timeless ideals of balance, excellence and commitment.

For more information, please call your Investment Advisor or a BMO Nesbitt Burns office near you.

## B M O N E S B I T T B U R N S

As one of Canada's leading investment firms, BMO Nesbitt Burns Inc. has an established reputation within the financial services industry. Since its origins in 1912, the firm has been committed to helping clients meet their investment objectives and goals with the highest of standards.

Today, the Private Client Division of BMO Nesbitt Burns is focused on meeting the needs of individual investors through a customized approach to investing. Across the country, Investment Advisors work closely with clients, drawing upon some of the best knowledge and expertise in the industry including our firm's top-ranked research.\*

As part of the Bank of Montreal's Private Client Group, BMO Nesbitt Burns also provides clients with access to one of the broadest selections of investment solutions and products available today.

The Private Client Group brings together all of the Bank's wealth management services both in Canada and the United States.

For more information visit us on the World Wide Web at [www.bmonesbittburns.com](http://www.bmonesbittburns.com).

\* *Brendan Wood International Survey. Institutional Equity Research, Sales and Trading Performance in Canada, 2001 Report.*



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The BMO Nesbitt Burns Advance Program:  
an ideal balance of excellence, commitment,  
and peace-of-mind.