WELLS FARGO ADVISORS

Solid investment advice. Uncompromising service.

Together we'll go far

Mike and Kelly Waller

Here for you

We are dedicated to assisting you in identifying your financial goals and turning those goals into realities. We believe time and consistency can be your greatest allies in meeting financial goals.

We can guide you in:

- Financial Analysis
- Retirement Planning
- Asset Allocation
- Estate Planning Strategies
- College Planning
- Investment Strategies
- Business Owner Planning
- Insurance Planning

A matter of trust

"Trust is the glue of life. It's the most essential ingredient in effective communication. It's the foundational principle that holds all relationships." - *Stephen Covey*

Continuing Education

We are committed to providing you with up-to-date investment strategies and solutions. Through our continuing education we stay on top of current market trends. This allows us to give our clients timely information when it comes to investment solutions.

Customization

We concentrate primarily on managing investment assets for individuals, families, business owners, trusts and pension plans. Each of our client's portfolios is a personalized effort created to pursue *their* short and long-term needs and goals. Some portfolios are designed to maximize current income potential, while others are more oriented for growth.

We believe that sound asset management, asset allocation and patience can help you pursue your financial goals. We are here to help you achieve *your* financial goals through effective planning and implementation.

Service

We are not a cookie cutter solution. We put in the time and the work to craft a specific, custom plan for each and every one of our individual clients. We offer a wide variety of financial solutions and services. However, the most important "product" we offer to our clients is service. It is the service we provide that helps our clients decide which financial solutions fit their unique financial situation. It is service that helps us to get to know our clients well so we can make sure that their investment plan fits their financial situation. It is service that prompts us to make ourselves readily available to talk with our clients so we may ensure we are on target to help achieve their financial goals as changes in life occur. And it is service—*high-quality, responsive service*—that helps us earn the trust and support of our clients.

Our approach

Our role is to serve as Financial Advisors for our clients. As part of a company that was established in 1852, Wells Fargo Advisors long standing presence, coupled with our personalized service provide you with a complete package to build a comprehensive investment plan.
We utilize many types of account strategies including brokerage, insurance and fee-based. A proper financial plan takes into consideration *all* areas of your finances.

Step 01: We want to get to know you and learn about your family. We discover what makes you unique. In this first step you are also going to want to get to know us, how we work with clients and what makes us unique as Financial Advisors. The first step allows both parties to determine whether or not we want to continue the relationship and move on to the next steps. Not all investors and Financial Advisors are a great match.

Step 02: Once we have agreed to work together, we go to work and analyze your: financial history, financial health, risk tolerance, current investments, current & future financial goals. After this analysis, we will share with you what it is that we discovered and make specific investment recommendations *unique* to *your* situation. Together we decide in what direction to move. This step truly is an educational process.

Step 03: We implement, monitor and adjust your investment plan. This step can last decades and cover multiple generations, several expected and unexpected life changes and changes in the world around us. Through continued communications, we stay in touch with you via face-to-face meetings, phone calls or industry events, to be sure we are working towards your goals.

Do you have concerns? We can help.

Are you worried about the volatility in the stock market?

Are you confused by all of the investment vehicles now available?

Are you concerned your current income may not keep pace with inflation?

Are you worried you won't be able to finance a college education for your children or grandchildren?

Are you sure you're saving enough for a comfortable retirement?

Have you reviewed your estate plan recently to ensure your estate will be left to your choice of beneficiaries at a minimal estate cost?

Are you confident your insurance coverage protects you from major potential losses?

The guidance of a knowledgeable advisor can help you stay the course! A proper investment is an ongoing process of cooperation and coordination between Financial Advisor and client based on experience, honesty, accessibility and education.

If you are concerned about any of these financial matters, we can review them and design a financial solution that will help you achieve your financial goals.

Mission Statement

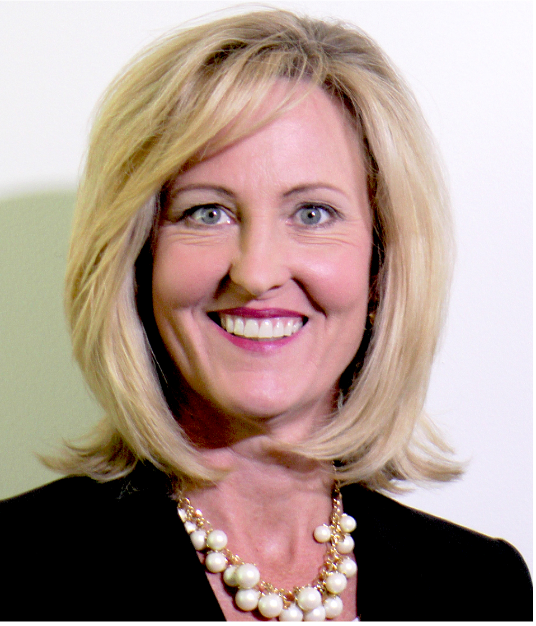
As Financial Advisors, we help our clients set a clear and realistic path toward meeting their goals while optimizing their investments. We commit to providing our clients with solid investment advice and uncompromising service.

Our Purpose

All types of investors rely on us for investment management discipline and knowledge, and to help them achieve strategic investment goals.

Through years of experience, integrity, sound judgment and discipline, we are able to *build relationships* with our clients that will *last a lifetime*. We ask questions and listen to your answers so we can take a long-term approach to helping you pursue your investment goals.

Although the financial services industry is subject to constant change, the principles on which our practice was founded have remained steadfast.



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I have spent over two decades advising clients through ups and downs in the market.

I have advised clients through the Tech Bubble of '01 as well as the Great Recession of '08. I've enjoyed advising many clients into retirement as well as putting their kids through college. One of the things I enjoy the most, is helping plan for multi-generational, legacy and charitable giving plans.

In addition to a Bachelor of Arts in Economics with a concentration in Business from the University of Illinois, I also earned my CERTIFIED FINANCIAL PLANNER™ practitioner designation from the College for Financial Planning. My Financial Advisor career began in 1991 at A.G. Edwards and Sons, Inc. and continues today at Wells Fargo Advisors.

In addition to securities Series 7 and Series 63 registration, I am insurance licensed. I take pride in working with each client to find optimal solutions in the best possible package.

Mike Waller
Financial Advisor

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I am a licensed Financial Advisor that possesses an entrepreneurial spirit and a passion for helping people succeed financially.

I know how vital it is to plan for one's financial future. After graduating with a Bachelor of Science in Business Administration from Southern Illinois University, Edwardsville, I spent the majority of my career in marketing, representing many clients that demanded a return on their investment. In order to fulfill my clients needs, it was imperative that we developed trust and that I became a vital part of their team as well.

One of my passions is getting to know our clients and prospects; and along with Kelly; helping them meet their financial goals. The beauty of working at a world class organization like Wells Fargo Advisors is that I have virtually every tool at my fingertips to help you succeed. Furthermore, I am committed to staying up-to-date with the latest trends and information in our industry to better support you and your financial growth.

Kelly & I work with a select group of individuals, families and business owners. I hold Series 7, Series 66 and Life and Health Insurance licenses.

Our family: We are not only a team in business, but a team in life. We've been married for over 20 years and have three wonderful children. We are both very active in our children's school district and the community at large. Together, we volunteer for Wounded Warrior Project, as well as Eye Care Charity of Mid-America. We feel that the better we know our neighbors and the area in which we live, the better we can serve those that call upon us for financial services. We enjoy spending time with our children, Brooke, our oldest, followed by our twins, Ross and Collin.

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