CITY NATIONAL ROCHDALE
AN RBC/CITY NATIONAL COMPANY

Partnering with City National Rochdale

Adding our team to yours can help your practice.

A Boutique Approach.

2023

City National Rochdale is an investment management firm specializing in intelligently personalized portfolios for high-net-worth individuals, families, and foundations with greater than $1 million in investable assets. Our tailored solutions are designed for clients desiring personalized portfolio management strategies that address their unique situation relative to investment objectives, tax sensitivities, income needs, or existing holdings with low cost basis or concentrated positions.

Each client's portfolio is built from the ground up. City National Rochdale acts as a "holistic" manager, meaning we manage client's assets by using a broad spectrum of asset classes. We work with a client's existing holdings and develop a tax-sensitive transition plan to fit individual needs. We can also build portfolios to complement non-portable assets (e.g., current 401(k)s, company stock, other managers, etc.).

> Portfolios actively managed by dedicated Portfolio Managers that work side-by-side with you. We call it Intelligent Personalization®

Getting Started

The steps below show how we work with you to help you grow and serve your high-net-worth business. You'll always be the central contact and relationship manager to your clients throughout the entire process.

IF YOU WANT

ASSESSMENT

Your Senior Investment Consultant will work with you to gather information, then create the custom investment strategy which you can present to your client together.

A portfolio manager to oversee every strategic decision and build your client portfolios thorough detailed efforts to understand and define your client's unique investment goals, cash flow needs, tax sensitivities, and risk tolerances.

IMPLEMENTATION

In our tax-sensitive account migration process you and your client meet your City National Rochdale portfolio manager to discuss the goals for their portfolio and finalize the implementation strategy.

ONGOING MANAGEMENT

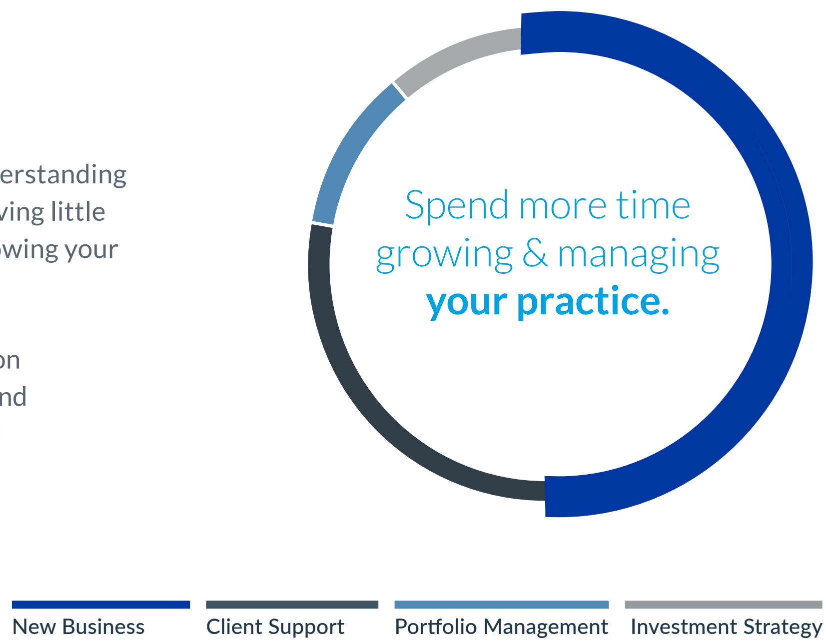
Continuous Communication
You and your portfolio manager will meet periodically to discuss changes to your client's goals and review performance.

We're dedicated to you and your individualized experience.

Put our strengths to work for you.

Right now, most of your time is likely spent understanding and managing client goals and investments, leaving little time for proactive relationship building and growing your business. **What if that was reversed?**

With our help and support, you spend less time on reviewing investments, rebalancing portfolios, and managing performance. You have more time and resources supporting you so you can focus on your business.



ONE-TO-ONE PERSONAL SERVICE

We take the time to meet with you and your clients in person for quarterly portfolio reviews, via video for investment updates, and by phone for one-off needs. Each client has direct access to their portfolio manager, and we encourage regular communication.

SOPHISTICATED PORTFOLIO CONSTRUCTION

Your portfolio manager oversees every strategic decision, building your client portfolios through detailed efforts to understand and define specific client investment goals, cash flow needs, tax sensitivities, and risk tolerances.

Benefits of a Single Manager Approach

As a single manager, we believe that City National Rochdale offers many benefits versus the traditional multi-manager approach.

With our help and support, you spend less time on reviewing investments, rebalancing portfolios, and managing performance. You have more time and resources supporting you so you can focus on your business.

	Single Manager	Multi-Manager
Analysis	In-depth analysis of existing holdings and illustrated tax efficient transition strategies	May involve little/no analysis of current portfolio; transition limited to manager's current buy list
Customization	Custom asset allocation policy specific to client objectives. *Value added via intelligently personalizing each client's asset allocation, cash flow needs, and tax sensitivities*	Often mass customized asset allocation and difficulty in coordinating the managers
Access	Direct portfolio manager relationship	My offer only limited access to portfolio manager
Tax Management	Portfolio construction emphasizes tax efficiency	Potential for difficulty in coordinating taxes across managers
Risk and Performance	Ability to ensure that overall portfolio risk and return characteristics are consistent with the client's personalized active risk parameters	Potential for higher level of inefficiencies with multi managers focused on independent objectives
Rebalancing	Proactive rebalancing away from low performing or risky asset classes	Potential for holdings overlap and style drift due to active risk and conflicting definitions of size/style
Asset Class Allocation	Effective and efficient implementation for each asset class and style	May ignore complex interrelationships and overlap between asset classes and specialist groups

The personalized way we work makes you—your client's trusted advisor—front and center at every step of our process.

When to Partner with City National Rochdale

IF YOU WANT

Objective advice from your dedicated portfolio manager with complete independence to invest your client's best interest.

A portfolio strategy tailored to your client's evolving needs, powered by in-house research, a tax-sensitive approach, and protected by three levels of active risk management.

Regular communication from your investment team and adjustments to ensure your client's portfolio performs.

IF YOUR CLIENT...

Wants **direct access** to senior portfolio strategists and portfolio managers

Needs a **personalized portfolio** income strategy and is planning for retirement or other cash flow scenarios

Is concerned about market volatility and would benefit from a **risk analysis**

Needs a **comprehensive analysis** of an existing portfolio to identify inefficiencies

Has any social, personal, or other **special portfolio constraints**

Is **selling a business, establishing a trust, or planning for heirs**

Prefers to **review performance with the experts** who directly manage their portfolio

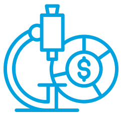
Is concerned about the **tax implications** of their investment portfolio

We engineer investment strategies across asset classes.

Bespoke opportunities.
Tailor made to fit you and your business.

When it comes to developing sophisticated investment strategies, we are, at our core, analytically driven and research-focused.

This disciplined investment process provides opportunity for greater diversification, as each client portfolio is constructed within our strategic allocation framework and then personalized to align with each client's personal goals and risk tolerance.



OUR APPROACH

Intelligently personalized portfolio management begins by providing clients access to a broad spectrum of asset classes and sophisticated investment strategies.

Our investment professionals have a thorough understanding of managing equity and fixed income investments, which typically form the foundation of client portfolios.

The precise stock selection process we have developed employs both quantitative and qualitative processes to help identify what we believe are the most attractive companies within sectors.

Our portfolio management team leverages the resources of our internal equity research team to provide a broad array of equity strategies.

WHAT DISTINGUISHES CITY NATIONAL ROCHDALE

Our collaborative business model allows you to leverage our resources so that you can maximize your time and relationships. We help you gain more freedom to build your “dream” practice.

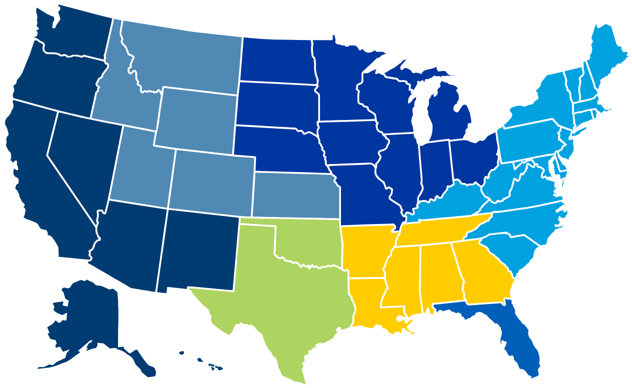
Our People	• 30+ years average professional experience of asset allocation committee members • 80+% of investment consultants and portfolio managers are CFA charterholders • 90+% historical client retention rate • Empowered with client-specific portfolio construction, solutions, strategies, and implementation • Fiduciary responsibility and accountability • Nimble, responsive, local
Differentiated Investment Advice	• Views and investment approach guided by forward-looking macroeconomic and capital markets research • Competencies across equity, fixed income, real assets, and alternatives • Ownership of external manager due diligence and selection
Intelligently Personalized Portfolios	• Every portfolio is designed to address the unique needs of the client • Proprietary portfolio analysis that identifies inefficiencies in the client’s current portfolio • Custom asset allocation strategies that seek to maximize tax efficiency and mitigate risk • Investment Policy Statement tailored specifically to the client’s objectives and risk tolerance
Asset Allocation Discipline	• Asset allocation guided by in-house, extensive research capabilities coupled with the experience and judgement of our seasoned team of investment professionals • The portfolio manager actively manages the allocation according to the client’s tailored Investment Policy Statement by leveraging research, technology, and professional experience
Active Risk Management	• Three levels of active risk management: strategic, tactical, and dynamic • Portfolio is actively managed by strategically rebalancing assets and adjusting allocations based on changing risk tolerances, market environments, and investment opportunities • Controls overall volatility through systematic risk controls
Direct Access to Portfolio Manager	• A direct and ongoing relationship with a dedicated portfolio manager and team who can adjust portfolios based on changing client needs • Regular portfolio reviews
Business Development and Marketing Support	• Complete proposal development for partner advisors • Experienced and highly qualified presenters for seminars, conferences, and continuing education • Access to advanced proposal and analytical tools
Advisor Resources	• Educational conference calls and webinars for our partner advisors, CPAs, and clients discussing various economic and practice management topics • Access to insightful market and economic commentary: • Monthly recession monitor, market and economic outlook, and proprietary speedometers

TO LEARN MORE PLEASE CONTACT PETER GREEN OR A CITY NATIONAL ROCHDALE SENIOR INVESTMENT CONSULTANT

Peter Green, CFP®, CIMA®, CPWA®
Sr. Managing Director,
National Head of Sales & Business Development
(212) 702-3564
Peter.Green@CNR.com

Kevin McIntosh, CPWA®
Managing Director,
National Accounts
(303) 386-6157
Kevin.McIntosh@CNR.com

Vern Montross, CFA, CPWA®
Managing Director,
Western Division
TX, OK
(281) 748-6734
Vern.Montross@CNR.com



Ted Cox, CFA, CFP®,CPWA®
Managing Director,
Eastern Division
VA, NC, SC
(804) 282-3022
Ted.Cox@CNR.com

Gerry Gaeta, JD, MSFS, CEPA
Managing Director,
Senior Wealth Strategist
(213) 321-6897
Gerry.Gaeta@CNR.com

West Coast

Jonathan Taylor, CFA
Southern CA
(310) 888-6446
Jonathan.Taylor@CNR.com

Ed Pope
AK, Northern CA, Northern NV, HI
(415) 710-2581
Ed.Pope@CNR.com

Cameron Killeen, CFA
San Diego, Southern NV, AZ, NM
(310) 888-6455
Cameron.Killeen@CNR.com

Joe Jraitiny, CFA
Pacific NW: WA, OR
(360) 294-9786
Joe.Jraitiny@CNR.com

Midwest

J. Sean Withrow, CFA, AIF®, CPWA®
CO, KS, UT, ID, WY, MT
(303) 503-9248
Sean.Withrow@CNR.com

Texas

Matthew Larson
TX, OK
(346) 323-1327
Matthew.Larson@CNR.com

Great Lakes

Julz Schwingler, CFA, CFP®, CPWA®
IA, MN, MO, ND, NE, SD, WI
(612) 940-9185
Julz.Schwingler@CNR.com

Jonathan Doyle, CFA, CIMA®, CPWA®
IL, IN, MI, OH
(917) 209-2813
Jonathan.Doyle@CNR.com

South

Michael O. Adair, CFA, CFP®, CPWA®,AIF®
AL, AR, GA, LA, MS, TN
(256) 499-6453
Michael.Adair@CNR.com

Florida

Scott Pollaci, CFA, AIF®, CFP®, CPWA®
East FL, Puerto Rico
(407) 562-2734
Scott.Pollaci@CNR.com

Jared McDaniel, CFA, CPA, CFP®, CMT, AIF®, CPWA®
West Coast FL
(727) 244-8641
Jared.McDaniel@CNR.com

Carolina Pinto
South FL
(305) 496-3531
Carolina.Pinto@CNR.com

East Coast

Kashif S. Ahmad, CFA, CPWA®
CT, MA, ME, NH, RI, VT
(917) 749-1386
Kashif.Ahmad@CNR.com

Michael Nelson, CFA
NY
(212) 702-3541
Michael.Nelson@CNR.com

Ben Ludwig, CFA, CAIA
DE, NJ, PA, DC, WV
(917) 565-0319
Ben.Ludwig@CNR.com

David Little, CFP®, CPWA®
DE, NJ, PA, DC, MD, WV
(610) 489-2780
David.Little@CNR.com

Leks Gerlak, CFA, CFP®
Northern VA, DC, KY, MD, WV
(443) 465-5009
Leks.Gerlak@CNR.com

Carson Parker
VA, NC, SC
(908) 353-5598
Carson.Parker1@CNR.com

Important Disclosures

The views expressed represent the opinions of City National Rochdale, LLC (CNR) which are subject to change and are not intended as a forecast or guarantee of future results. Stated information is provided for informational purposes only, and should not be perceived as personalized investment, financial, legal or tax advice or a recommendation for any security. It is derived from proprietary and non-proprietary sources which have not been independently verified for accuracy or completeness. While CNR believes the information to be accurate and reliable, we do not claim or have responsibility for its completeness, accuracy, or reliability. Statements of future expectations, estimates, projections, and other forward-looking statements are based on available information and management's view as of the time of these statements. Accordingly, such statements are inherently speculative as they are based on assumptions which may involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those expressed or implied in such statements.

All investing is subject to risk, including the possible loss of the money you invest. As with any investment strategy, there is no guarantee that investment objectives will be met and investors may lose money. Diversification does not ensure a profit or protect against a loss in a declining market. Past performance is no guarantee of future performance.

City National Rochdale is a registered investment adviser and a wholly-owned subsidiary of City National Bank. City National Bank provides investment management services through its sub-advisory relationship with City National Rochdale.