The JBR Group
Wealth Management
Who We Work With—And For

The clients we serve deserve our highest esteem. They are diligent, smart people who have generated wealth in many different ways, yet share a common thread: a high degree of complexity in their financial lives. Our team offers advice and guidance across the spectrum of wealth management to high-net-worth individuals, affluent families, successful business enterprises and select nonprofit organizations.

The clients we serve include, but are not limited to, senior executives of public and private companies, entrepreneurs, ranchers, former business/land owners who experienced substantial liquidity events, and finance professionals, such as investment bankers and venture capitalists. Our business is national in scope. We are proud of our ability to maintain close, constructive relationships with people who live and work all over the country—coast-to-coast, border-to-border.

To those who would like to learn more about our wealth management philosophy, we invite your inquiry, regardless of your location.

Merrill Lynch makes available products and services offered by Merrill Lynch, Pierce, Fenner & Smith Incorporated (MLPF&S) and other subsidiaries of Bank of America Corporation (BofA Corp.).

Banking products are provided by Bank of America, N.A., and affiliated banks. Member FDIC and wholly owned subsidiaries of BofA Corp.

Investment products offered through MLPF&S and insurance and annuity products offered through Merrill Lynch Life Agency Inc.:
Our Philosophy and Commitment

Understanding and connecting with what makes you unique form the foundation of our working relationships. They are the catalyst for the customized financial advice, guidance and strategic thinking we offer.

We are committed to making a tangible difference in clients’ financial lives. We strive to do this by positioning our team as a trusted source of information diagnostics that can have a direct impact on the quality and depth of the financial decisions you make.

To this end, we employ a goals-based wealth management process that is deeply rooted in behavioral finance to align financial decision making with behavioral inclinations, resulting in an investment journey that has a holistic approach to wealth management.

Experience, knowledge of wealth management and high esteem for clients—these are the distinctive traits that we believe set us apart and will impact your client experience with us.

Robert Jurkiewicz, Wealth Management Advisor, and Mike O’Dair, Senior Financial Advisor...

on client focus:

“We take our knowledge, skills and the global resources of Merrill Lynch and apply them to support sophisticated clients as they face their unique set of wealth management issues. The wealth management process is customized to you and your situation.”
Offering you access to the investing insights of Merrill Lynch and the banking convenience of Bank of America to help you pursue your goals

Taking care of your family and other people in your life
- Trust & Estate Services
- Education Funding Strategies
- Insurance

Planning for healthcare expenses now and in the future
- Long-term Care Insurance
- Health Savings Account
- Disability Insurance

Upsizing, downsizing or buying a vacation home
- Home Loans
- Home Equity Lines of Credit
- Securities-Based Lending
- Credit Cards

Working in retirement, selling or starting a business
- Bank of America Business Banking
- Exchange Funds
- Concentrated Stock Management
- Succession Planning

Spending your free time in meaningful ways
- Credit Cards
- Securities-Based Lending
- Structured Lending

Volunteering, mentoring others and giving to charities
- Donor-Advised Funds
- Private Foundations
- Charitable Trusts

Using your finances to bring it all together
- Bank of America Checking and Savings Accounts
- Credit Cards
- Online Account Access
- Merrill Lynch Investment Accounts
- Investment Advisory Accounts
- Alternative Investments
- Impact Portfolios
- Market-Linked Investments
- Securities-Based Lending
- Margin
- Home Loans

Ongoing monitoring and reviews
- Financial Planning
- Asset information and measurement
- Access to information online
- Client Reviews
- Statements

1 Investment products are offered by Merrill Lynch, Pierce, Fenner & Smith Incorporated.
2 Banking products are offered by Bank of America, N.A.
It’s a Matter of ‘Fit’

We are selective in taking on new clients to assure that we have the time, energy and resources to devote to you. Our experience has been that the right “fit” between advisor and client is the critical element in a strong client relationship. We believe durable relationships begin with the best possible match between your needs and expectations, and our skills and capabilities.

Matt Richeda, Wealth Management Advisor...

on managing complexity:

“We believe our services are most valuable to clients with complex wealth management needs who are looking for insight beyond stock and bond recommendations. Our strength lies in using our experience and knowledge to synthesize strategies for complicated financial situations.”
1 Initial Discussions

We follow a rigorous process of discovery and implementation, building on the Merrill Lynch wealth management process, that begins with an initial discussion. This is a first chance for you to interview us, and for us to interview you. It is a **listening** opportunity so we can mutually formulate some thoughts about “fit,” your needs and our strengths, and your financial objectives.

- We will explain what you should expect from us in terms of professionalism, experiential advice and guidance, follow-through, organizational structure, client service and the important roles the team’s client associates play in relationship management.
- We will probe your experiences with existing advisors to determine what has worked well, and not so well.
- We will point out differentiators, such as the firm’s due diligence protocols.
- Prior to the meeting and when appropriate, we will endeavor to review SEC information about you (or your company) and other information that is publicly available. This allows us to ask more precise questions and maximizes your time with us.

2 Data Requests

Our team sends a consolidated memorandum of information request that highlights areas where we need more information about you and your family. This memorandum is not generic; it is tailored to you, based largely on our initial discussions.

Here are some sample data requests that illustrate the kind of detailed information we may seek from you:

- What are your tax sensitivities re: compensation, investment income and your estate?
- Do you have equity compensation arrangements with your company, such as restricted stock grants, stock options or restricted stock units? If so, what are the grant dates, prices, expiry and type?
- Are you subject to an insider trading policy that may have “black out” periods?
- Do you have large purchase aspirations that may require objective financial analysis? For instance, purchasing an aircraft versus fractional ownership?
In-Person Follow-up

This is an opportunity for us to explain how we understand your data and portfolio, and to open an intensive dialogue with you about your responses to our information request. It may require more than one meeting, but we believe it’s time extremely well spent. You get a chance to see and hear how we think, observe our analytical skills and question us on our preliminary findings.

- During in-person follow-ups, we clarify our impressions of what we’ve heard, read and absorbed from you. This allows us to map out possible strategy sets and chart an initial pathway to pursuing such goals.
- We discuss your feelings about each goal, probability scenarios, proposed risk metrics for portfolios we may design for you and other quantitative data we received from you.

Implementation of Selected Strategies

We prepare a presentation of suggested strategies for your assets and develop supporting calculations to assist you in reviewing your options. After you select the investment strategy that you feel best suits your risk profile, time horizon, liquidity needs and aspirations, we guide you through an implementation protocol that includes selecting asset managers, reviewing due diligence notes on them and refining your strategic asset allocation. On a periodic basis, we review your investments and apprise you of any need to adjust your holdings or any fresh opportunities for placement of your investment.
Robert M. Jurkiewicz, CPWA®, CIMA®, CRPC®, CRPS®
SENior VICE PRESIDENT
WEALTH MANAGEMENT ADVISOR
PORTFOLIO MANAGER
SENior RESIDENT DIRECTOR, CHERRY CREEK

Robert has been with Merrill Lynch since 1989. Beyond his leadership role for The JBR Group, Robert manages the Merrill Lynch office in Cherry Creek, Colorado. Robert’s multiple credentials include the Certified Private Wealth Advisor® (CPWA®) designation, Certified Investment Management Analyst® (CIMA®) designation, awarded by the Investment Management Consultants Association (IMCA), and the Chartered Retirement Planning Counselor℠ (CRPC®) and Chartered Retirement Plans Specialist℠ (CRPS®) designations, both awarded by the College for Financial Planning.

Robert graduated from Colorado College with a bachelor’s degree in international political economy and earned his MBA degree in finance and accounting from the University of Chicago Booth School of Business. He spent a year in Kraków, Poland, where he taught and attended business courses at Jagellonian University.

Robert founded “Cherry Creek Has Heart” – a donor-advised fund in the office that focuses on children and their academic, social and medical needs. Last year the fund supported the following charities: Judi’s House, Wapiyapi, Listen Foundation, Cancer League of Colorado and Clothes to Kids, to name a few. Robert and his wife, Rachel, a hospice volunteer and retired oncology nurse, are members of Cherry Creek Country Club and both enjoy the great outdoors and all that Colorado has to offer including: golfing, hiking, skiing and fly fishing.

Michael G. O’Dair
SENior VICE PRESIDENT
SENior FINANCIAL ADVISOR

Michael is a 40-year veteran of the securities industry. Michael joined Merrill Lynch in 2002, and previously held senior management positions with Shearson Lehman Brothers and Wachovia Securities, and was a managing director for Chase Manhattan.

Michael graduated from Florida State University with a bachelor’s degree in economics and marketing. Following graduation he entered pilot training with the U.S. Air Force and completed a tour in Vietnam as a combat pilot, earning the Distinguished Flying Cross. Returning to Colorado, he was stationed at the United States Air Force Academy as an instructional pilot.

Active in community affairs, Michael for 25 years has been chairman of the “On The Tee” golf event for Children’s Hospital, an event to kick off the Children’s Corporate Blood Drive. Michael is also on the team for planned giving at Children’s Hospital. He is a past participant with the Lewis Palmer School District, and has coached children in numerous sports activities for the YMCA and Little League. Michael and his wife, Amy, who for the past 15 years has developed numerous grants for at-risk children within the Lewis Palmer School District, reside in the Black Forest, where they raised three children: Mike Jr., an airline captain; Shannon, an executive in radio; and Kimberlee, an astrophysicist with government contract work.
Matthew M. Richeda, CAIA, CFP®, CRPC®
SENIOR VICE PRESIDENT
WEALTH MANAGEMENT ADVISOR
PORTFOLIO ADVISOR

Matt joined Merrill Lynch in the summer of 1996, after having spent several years in the public finance space of the investment banking industry in both St. Louis, Missouri, and Houston, Texas. His main area of emphasis centers on developing and analyzing wealth management and philanthropic strategies customized to specific situational goals. He focuses on adding value to the strategy process with his experience in detailed financial analysis and probabilistic forecasting via Merrill Lynch’s analytics and reporting tools.

Matt holds the Chartered Alternative Investment Analyst (CAIA) designation, issued by the Chartered Alternative Investment Analyst Association®. He assists qualified clients in the development and management of non-correlated allocations that are designed to address specific investment goals. He is also a CERTIFIED FINANCIAL PLANNER™ certificant, a designation awarded by the Certified Financial Planner Board of Standards, Inc., and also holds the designation of Chartered Retirement Planning Counselor℠ (CRPC®), issued by the College for Financial Planning.

Prior to his university studies, Matt was taught and trained in the classics by Benedictine monks, almost all of whom hailed from the United Kingdom and called Ampleforth, England, their home. Matt matriculated and graduated from the University of Colorado at Boulder Leeds College of Business with a bachelor’s degree in marketing. He has volunteered as a mentor to scholarship athletes at the University of Colorado and has assisted them in finding careers in the business world. He resides in Steamboat Springs, Colorado, with his wife and two sons. Prior to becoming a parent, Matt was a ski racer and now enjoys watching his sons compete in various alpine events. To maintain fitness, Matt trains multisport and has boxed with a four-time heavyweight title belt holder.

Clelio Boccato
WEALTH MANAGEMENT ADVISOR
SENIOR PORTFOLIO ADVISOR

Clelio joined Merrill Lynch in 2011 as a financial advisor to complement The JBR Group’s client-centric focus and offer strategic financial insights to clients of varied professional and demographic background. Previously, Clelio was a project manager and collaborator on such acclaimed films as Erin Brockovich, Traffic, Ocean’s Eleven and Ocean’s Twelve. At The JBR Group, Clelio employs his extensive collaborative experience to liaise with clients and their team of professional advisors to define and implement customized, goals-based wealth management strategies.

A California native, Clelio attended Loyola High School of Los Angeles and obtained a bachelor’s degree from the University of California, Berkeley, where he was a football scholar-athlete. He also holds an MBA from the University of Southern California’s Marshall School of Business.

Clelio, his wife, Lori, and their children, Giorgia and James, reside in Denver. A family of food lovers, they enjoy culinary adventures of all kinds and continue to explore the many great offerings their home state of Colorado provides.
Kimberly S. Fox  
REGISTERED SENIOR CLIENT ASSOCIATE

Kim started her career in the Merrill Lynch Retirement Services Group call center in 1997, and draws on this experience to assist clients and her JBR Group colleagues with a range of service issues and concerns. Kim views herself as a front-line service advocate who strives to provide what she describes as “the ultimate service experience that will delight—not just satisfy—clients.” Kim and her husband, Jay, live in Conifer, Colorado, with their daughter, Kira, and young son, Lucas. The family enjoys the mountainous outdoors and are avid campers.

Callie Shown  
REGISTERED SENIOR CLIENT ASSOCIATE

Callie began her career at Merrill Lynch in 2010, and later joined The JBR Group in 2012 to complement its client services team. A graduate of the University of Alabama, cum laude with a bachelor’s degree in finance, Callie has pursued a financial career consisting of banking experience with increasing levels of responsibilities. But what she enjoys most in her work is communicating directly with clients. Callie lives with her husband, Robert, their young son, Ollie, and their two affectionate dogs. Together they enjoy all that the outdoors have to offer, and are ardent Alabama football fans. Roll Tide Roll!

Angela R. Doud  
REGISTERED SENIOR CLIENT ASSOCIATE

Angie began her career in the financial industry in 1997 and held various client service positions prior to joining Merrill Lynch in 2002. Angie graduated from Regis University in 2001 with a bachelor’s degree in business and an emphasis in finance. She and her husband, Chris, live in Parker, Colorado, with their two sons, Blake and Jason. Both Blake and Jason love to participate in competitive sports, so as a family quite a bit of their free time is spent near a field or a court of some kind.

Carissa Holub  
REGISTERED CLIENT ASSOCIATE

Carissa started her career with Merrill Lynch in 2015. Prior to this, she held several client service positions within the finance industry, and draws upon that experience to complement the team’s emphasis upon client service satisfaction. Raised in Arizona, Carissa moved to Denver in 2012 after developing a special affinity for Colorado’s outdoor lifestyle and diversity of experiences.

Susan Naes  
REGISTERED CLIENT ASSOCIATE

Susan joined The JBR Group in 2016 to enhance the team’s dedication to exemplary client service. She has a passion for financial markets, and has held multiple positions in the financial industry since earning a bachelor’s degree in business from Skidmore College. Susan and her husband, Ken, along with their two boys, Braedan and Finn, live in Castle Pines, Colorado. Susan enjoys volunteering both in the community and at her sons’ school, as well as spending time with her family outdoors.
Kimberly Fox, Callie Shown and Angie Doud, Senior Client Associates...
on client satisfaction:

“Client satisfaction is our most prized accolade. We are truly rewarded when a client says, ‘Thank you for getting this done right. Thank you for taking such good care of me.’”

Our goal of serving clients well begins with a client service team that is committed to demonstrating that:

- they are reliable and outstanding communicators,
- they are team players and have the right attitude,
- they are mature and have unusual abilities to work with all kinds of clients, from those who have just a marginal interest in business to corporation counsels, CFOs and other C-suite executives.
Case Study: Initiating a regulated trading plan for IPO executives

A Midwest-based company that had just completed an IPO asked The JBR Group to help set up and maintain Rule 10b5-1 selling plans for senior executives and other insiders. Our entire team, particularly the client service group, worked diligently with the company’s internal and external legal counsels and various areas within Merrill Lynch to help write a custom plan document addressing the company’s special requirements. Once this was approved, employees were required to file the selling plan, specify particular trading formulas and authorize Merrill Lynch to ensure the execution and settlement of their trades.

Our team opened more than 150 securities accounts nationwide, worked with the stock transfer agent, created plan-tracking spreadsheet programs, coordinated with counsels to remove restrictive stock legends and worked with Merrill Lynch trading desks to help ensure that share lots were being traded accurately. Merrill Lynch also made required filings with regulatory bodies.
Case Study: Estate planning services

A senior executive of a public company sought our guidance in analyzing and developing ways to help minimize the taxes on his and his wife’s joint estate that would be levied upon the second of their deaths. Complicating the task, the couple had already used up their unified tax credit on other estate planning and the client mandated that any strategy entail no significant cash expenses, including any federal gift taxes.

In conjunction with the client’s personal tax and estate professionals, our team recommended the following: Simultaneously create a 10-year grantor retained annuity trust (GRAT), funded with company stock, and an irrevocable life insurance trust, which would own a second-to-die life insurance policy and be the ultimate beneficiary of the GRAT. The life policy would be seed-funded with an asset-collateralized, floating-rate line of credit. The remaining premium payments would be covered by the sale of the stock position in the GRAT at its termination. This use of trusts, life insurance and a secured lending arrangement enabled us to abide by the client’s mandates.

To structure this strategy, our team coordinated the efforts of the client’s tax and legal counsels and researched numerous insurance carriers.

*Clelio Boccato, Wealth Management Advisor... on affecting clients’ lives:*

“These case studies show the depth and reach of the work we do for people. They are examples not only of our professional skills and technical knowledge of finance, but also of how we strive to make a meaningful impact on the financial lives of clients.”
Our Commitment to You

Guiding Principles

We are committed to earning your trust. These are the Merrill Lynch principles that guide us in our work:

CLIENT FOCUS

RESPECT FOR THE INDIVIDUAL

TEAMWORK

RESPONSIBLE CITIZENSHIP

INTEGRITY
Working Together

We firmly believe that a customized, unified strategy is the premier method of attaining financial freedom and one’s life-arching goals. Furthermore, a shared commitment to a disciplined, cooperative and trusting relationship is critical to such successes.

When addressing what’s important to you and your family, as well as the legacy you intend to establish, consider these questions:

■ How can I establish a wealth management strategy that fully realizes my intentions?

■ What level of sophistication and resources will I need in order to meet my goals?

■ What kind of philosophy, experience and commitment am I looking for in a professional relationship with a wealth management advisory team?

The JBR Group can help you explore answers to these questions.
Discover the power of a relationship with us.

The JBR Group
Wealth Management

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Investing involves risk. There is always the potential of losing money when you invest in securities.

Asset allocation and diversification do not ensure a profit or protect against a loss in declining markets.

Some or all alternative investments may not be suitable for certain investors. Certain alternative investments carry significant risk and are not subject to the same regulatory oversight as mutual funds and other traditional investments. For these reasons, access to alternative investments may be limited to investors who are designated as sophisticated, high-net-worth investors.

All annuity contract or rider guarantees, or annuity payout rates, are backed by the claims paying ability of the issuing insurance company. They are not backed by Merrill Lynch or its affiliates, nor do Merrill Lynch or its affiliates make any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

All guarantees and benefits of an insurance policy are backed by the claims-paying ability of the issuing insurance company. They are not backed by Merrill Lynch or its affiliates, nor do Merrill Lynch or its affiliates make any representations or guarantees regarding the claims-paying ability of the issuing insurance company.

Probabilistic (Monte Carlo) modeling is a statistical modeling technique in which a set of future outcomes are forecasted based on the variability or randomness associated with historical occurrences. A probabilistic approach may be used to determine the likelihood that you may be able to achieve your stated goals and to identify a range of potential wealth outcomes that could be realized. It involves generating thousands of scenarios, each simulating the growth of assets over a specified period of time, taking into account a variety of factors, such as economic conditions, the allocation of assets, portfolio value, cash flow and market volatility. The analysis presented is not a guarantee, prediction or projection of any particular result and your actual results may vary materially. Rather, this analysis is directional in nature and can be used to help you evaluate how certain decisions or strategies may impact your ability to achieve your goals.

Case studies are intended to illustrate brokerage and banking products and services available at Merrill Lynch and Bank of America. You should not consider these as an endorsement of Merrill Lynch as an investment advisor or as a testimonial about a client’s experiences with us as an investment advisor. Case Studies do not necessarily represent the experiences of other clients, nor do they indicate future performance. Investment results may vary. The investment strategies presented are not appropriate for every investor and should be considered given a person’s investment objectives, financial situation and particular needs. Clients should review with their Merrill Lynch Financial Advisor the terms, conditions and risks involved with specific products and services.

Neither Merrill Lynch nor any of its affiliates or financial advisors provide legal, tax or accounting advice. You should consult your legal and/or tax advisors before making any investment decisions.