



**CAPITAL
INVESTMENT
ADVISORY SERVICES**
INTEGRITY • INDEPENDENCE • INNOVATION

**Capital Investment Advisory Services,
LLC (CIAS)**

DO IT YOURSELF

**MANAGER OF MANAGERS AND SOLICITOR
RELATIONSHIPS**

Investment Style	Features	Transaction Cost/ Custodial Fees	Manager Fees	Advisor Fee	Account Minimum	Contact
CIAS Models Model Portfolio/Asset Allocation Solutions using Funds and ETFs	Pershing, Sterne, Schwab, TDA, First Clearing	Global Market Coverage, Risk Management, Data/News Curation, Technology	Varies depending on custodian chosen	35 bps	Up to 1.75%	No Minimum Tess Ramby 919-831-2370
Pershing Do It Yourself	Pershing	Create your own models or management style	No Trans Fee Funds thru FundVest, EQ & MFs \$8.95 EDelivery, \$9.95 Hardcopy	N/A	Determined by Rep Up to 2%	No Minimum Tess Ramby 919-831-2370
Schwab Do It Yourself	Schwab	Create your own models or management style	No Trans Fee Funds & ETFs on OneSource, Trans Fee Funds \$25, EQ - \$4.95 Elect Docs	N/A	Determined by Rep Up to 2%	No Minimum Tess Ramby 919-831-2370
SAFS Do It Yourself	Sterne Agee	Create your own models or management style	No Tran Fee Funds, Equities \$7.95 if elect docs, \$14.95 if hardcopy	N/A	Determined by Rep Up to 2%	No Minimum Tess Ramby 919-831-2370
TD Ameritrade Do It Yourself	TD Ameritrade	Create your own models or management style	No Tran Fee Funds & 101 Comm Free ETFs, \$8.95 Trans Fee Funds, \$6.95 EQ	N/A	Determined by Rep Up to 2%	No Minimum Thomas Fink 919-313-4641
Capital Advisers, Inc. Discretionary Asset Allocation with Active Rebalancing	Schwab	Institutional (401(k), 403(b), CRT, Endowments, Foundations) Individual (banking, debit & pledging privileges)	Transaction fees only on individual securities (<\$10 per trade)	50bps typically	Up to 1.5%	\$100,000 typically Steven Wilson 919-831-2370
Capital Investment Counsel Focus on Fin'l Risk & Balance Sheet Strength, Low Turnover, Dollar Cost Avg Divs & CGs, Min Tax	Pershing	Rep has Direct Access to Manager, Totally Customized Portfolios, No Models, Long Term Investing	No Transaction Cost / Mail Confirm Fees Apply	Determined by Rep Max 2%		\$100,000 typically Kurt Dressler 919-831-2370
City National Rochdale Extensive efforts to understand and define specific investment goals and risk tolerances.		Dynamic Equity Risk Management (DERM) is used to manage the downside risk of high net worth client portfolios	Varies depending on program chosen	Money Mgmt 1% Asset Alloc .35%	Determined by Rep Up to 2% less Mgr Fee	\$1M for SMA, No Min for Asset Alloc Russ Launer 212-702-3568
Dimensional Fund Advisors Identify differences in expected returns and balance the tradeoffs among competing premiums, diversification, and costs.	Available thru most large custodians	Consistent philosophy has guided the investment solutions offered since their founding	Custodial Fees and Transaction Costs vary depending on program chosen.	Up to 2%		No Minimum Tess Ramby 919-831-2370
Asset Mark / Genworth	Pershing	Multi-Advisory Firm			\$50,000	Ted Morlock 952-521-2286
The Elements Turn-key Asset Management	Pershing	Third-Party Institutional Asset Managers	Custodial Fees and Transaction Costs vary depending on program chosen.	60bps	Determined by Rep Up to 1.4%	\$50,000 for MF and EFT Models Jeff Olsen (866) 612-5808
SEI Turn-key Asset Management	SEI Clearing	Tax Mgmt	<\$250K = \$200/yr	85bps	Determined by Rep Up to 1.4%	\$150,000 Tim Gregory (800) 734-1003
Wilbanks Fixed Income, ETF and Fund Portfolios	Schwab & SAL	Dimensional Fund Advisors (DFA) - gives the small client access to Institutional Managers	Varies depending on Custodian chosen	50bps	Determined by Rep Up to 1.5%	\$500,000 Carl Turnage 919-933-8800