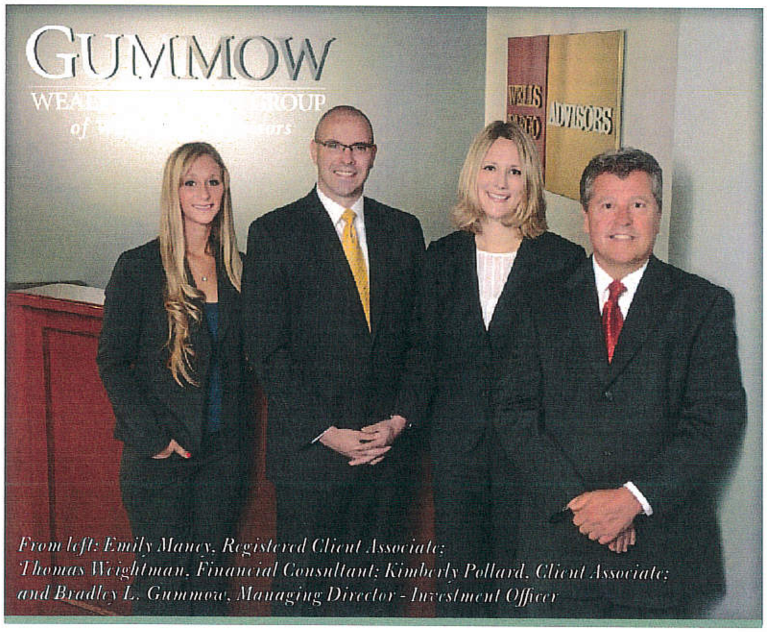
Retirees Brace for Change, Look for Personalized Services

Gummow Wealth Advisory Group of Wells Fargo

Despite unprecedented market volatility, one group of investors is unusually confident about their life plans. When asked, 91 percent of Wells Fargo Advisor clients said they believe they will be able to retire on their own terms and 92 percent agree their plan provides the guidance they need to succeed financially.*



From left: Emily Maney, Registered Client Associate; Thomas Weightman, Financial Consultant; Kimberly Pollard, Client Associate; and Bradley L. Gummow, Managing Director - Investment Officer

Bradley Gummow, a 30-year veteran of the financial services industry and Managing Director – Investment Officer, PIM Portfolio Manager of Gummow Wealth Advisory Group of Wells Fargo, transitioned his national practice to Wells Fargo Advisors in late 2012 to bring clients the advantages of the company's advanced investment planning and management tools. "We are truly passionate about helping families, especially those near or already in retirement," he explains. "Our process begins by guiding clients as they define their own vision and ends with a rigorously tested customized plan that we personally manage on their behalf."

The Gummow Group follows a collegial business model that allows the entire team to collaborate for the benefit of each client. They also work closely with the region's most respected attorneys, CPAs, insurance professionals and other experts. "Our goal is to create a single source for cohesive investment management services," says Gummow. "A disciplined, proactive and coordinated approach is especially important for those entering retirement. Over the years, they have made investments that may no longer serve them well and, at the same time, important considerations have fallen through the cracks. With a nest egg already in place, they need a comprehensive investment plan focusing on proper distribution of assets, risk management, maximum tax savings and generational transfer."

Not Just Financial Planning – Life Planning

A fee-based investment management group, Gummow operates with one overriding principle: true objectivity. The clear, reasonable and honest advice given creates confident investors, many of whom have been with Bradley Gummow for decades.

"We don't have to practice a cookie cutter style of planning or push only one company's products. We work directly with the top-rated companies in the world, eliminating the middleman, to create unique plans that can take the sting out of market swings and are more likely to withstand prolonged downturns," says Gummow who is ranked in the top 3 percent of all Chicago-area wealth managers.**

"We spend a lot of time with our clients, educating them and helping them set realistic expectations," says Financial Consultant Thomas Weightman. "Our approach creates tremendous peace of mind and allows them to be what they enjoy being most – parents, spouses, grandparents, and volunteers."

GUMMOW
WEALTH ADVISORY GROUP
of Wells Fargo Advisors

30 South Wacker Drive | Chicago, IL 60606
6801 Spring Creek Road | Rockford, IL 61114 | Rockford: 815-921-0531
www.bradleygummow.wfadv.com | bradley.gummow@wfadvisors.com

*Results based on a survey conducted online by Harris Interactive from September-October 2012 . **2013 Survey conducted by Five Star Professional, an independent third-party research firm, who received nominations among all wealth managers in the area from peers or firms and evaluated the nominees based on 10 objective criteria including client retention rates, client assets administered, firm review and favorable regulatory and complaint history. Fewer than three percent of the 31,100 wealth managers in the Chicago area were named 2013 Five Star Wealth Managers. The Five Star award is not indicative of the wealth manager's future performance. For more information: http://www.fivestarprofessional.com/awards/2013_wealth_managers_research_overview.php