



North American Management

NORTH AMERICAN MANAGEMENT NAMED TO 2015 *FINANCIAL TIMES*' "300 TOP REGISTERED INVESTMENT ADVISERS" LIST

July 2015 - In June 2015, North American Management was named as one of the *Financial Times*' "300 Top Registered Investment Advisers" ("RIAs") in the U.S. in the publication's second annual FT 300 list.

North American Management ("NAM") is an independently owned and operated wealth management firm, serving clients nationwide. NAM's multi-disciplinary team allows the firm to integrate intelligent planning and investment ideas. For over 85 years, NAM has provided clients with the special care, attention, and resources needed to protect and grow their wealth.

To qualify for the list, advisers had to be registered with the U.S. Securities and Exchange Commission and have at least \$300 million in assets under management ("AUM"). According to the *Financial Times*, "this assure[d] a list of companies with established and institutionalised investment processes." The *Financial Times* asked the 2,000+ qualifying RIAs to provide detailed information about their practices in a comprehensive application. The *Financial Times*' augmented its review with independent research, including data from regulatory filings, to finalize its list of the 300 "Top Registered Investment Advisers."

In creating the list, the *Financial Times* concentrated its review on six primary areas deemed important to investors, including AUM, asset growth ("growing assets is a proxy for performance, asset retention and ability to generate business"), the company's years in existence, industry certifications of key employees, SEC compliance record and online accessibility. The *Financial Times* assigned a numeric score for each company, based on these six factors, with AUM and asset growth comprising nearly 80 to 85 percent of an adviser's score. The FT 300 list organizes advisers state-by-state.

The 2015 Financial Times Top 300 Registered Investment Advisers is an independent listing produced by the Financial Times in collaboration with Ignites Research, a subsidiary of the Financial Times that provides business intelligence on the investment management industry (June 2015). Based on the Financial Times' criteria, more than 2,000 RIAs were invited to apply, and the nearly 650 firms that did apply were graded on the six factors listed above. About 48 percent of qualifying RIAs made the list. Neither the RIA firms nor their employees pay a fee to the Financial Times in exchange for their inclusion on the FT 300 list. Third-party rankings are no guarantee of future investment success. These ratings should not be construed as an endorsement of the adviser by any client.