YELLOWSTONE
WEALTH MANAGEMENT

Recruitment Deck

For seasoned advisors with at least a decade of experience and a minimum of $150 million AUM and producing $1.25 million+ annually

For more information, please contact:

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100 N. Field Drive
Lake Forest, IL 60045

YellowstoneWM.com

Independence

We want to help you take control of your future

Ownership

Give yourself the potential to earn a higher payout and gain more control over your revenue and expenses.

Practice Expansion

Build upon your success and take your practice to new heights through acquisition and organic growth.

Long-Term Planning

Determine your future: semi-retire or sell your practice.

Go independent — but don't go it alone

There is a lot to consider when launching an independent practice...

- Transitioning Your Book
- Client Service Associate Support & Backups
- Lease & Rental Agreements
- Platform & Home Office Support
- Office Space & Furniture
- Vendors

At Yellowstone Wealth Management, we have already gone through the details to build...

A turnkey enterprise that you can easily plug into and get started.

Onboarding

We will work closely with you to help ensure a smooth experience during and beyond the transition for you and your clients

1 Planning

Develop a tailored strategy and measurable benchmarks to migrate your practice and join the Yellowstone Team.

2 Execution

Work closely with a professional transition team and Wells Fargo Advisors Financial Network (WFAFN) to transfer assets and open new accounts expeditiously.

3 Ongoing Support

Our team will have your back going forward once the formal transition has been completed.

Operations

We offer a full-service, plug-in platform that handles the day-to-day operations so you can devote time to the management and growth of your business

Real Estate

Walk right into a comfortable and professional office space fitted with luxury furniture, enhanced security, computers, printers, & technology support. There is no need for you to sign a lease or "break ground".

Practice Support

Work with a team of experienced and generously compensated support staff to help you provide first-rate service to your clients. We will aim to get you 1:1 CSA coverage and backup from the entire team.

Technology

Employ state-of-the-art technology including suites for asset management and client servicing as well as access to a Bloomberg Terminal for market research and insights.

As part of **Wells Fargo Advisors Financial Network**, we are backed by one of the largest financial firms in the U.S. with the resources to support and preserve our business and custodian your clients' assets

Banking Solutions [1]	• Checking/Savings • Consumer Lending • Money Market • Foreign Exchange Services
Trust Capabilities [2]	• Revocable & irrevocable trusts • Estate services • Philanthropic services • Specialty asset management • Special needs trust
Lending Solutions [3]	• Securities-backed lending • Mortgages • Custom lending • Business lending
Technology	• Access to continually evolving platforms to deliver a strong & accessible client experience
Cyber Security	• Technology and procedures to safeguard clients' assets from cyber security threats
Governance & Supervision	• Receive guidance to help you navigate and adhere to firm policy and best practices.

1. Access to services offered through Wells Fargo Bank, N.A.

2. Trust Services are available through Wells Fargo Bank, N.A. and Wells Fargo Delaware Trust Company, N.A.

3. Lending and other banking services available through Wells Fargo Advisors (NMLS UI 2234) are offered by banking and non-banking subsidiaries of Wells Fargo & Company, including, but not limited to Wells Fargo Bank, N.A. (NMLSR ID 399801) and Wells Fargo Home Mortgage, a division of Wells Fargo Bank, N.A. Certain restrictions apply. Programs, rates, terms, and conditions are subject to change without advance notice. Products are not available in all states. Wells Fargo Advisors is licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act and the Arizona Department of Financial Institutions (NMLS ID 0906158). Wells Fargo Clearing Services, LLC, holds a residential mortgage broker license in Georgia and is licensed as a residential mortgage broker (license number MB2234) in Massachusetts.

EQUAL HOUSING LENDER

Marketing & Client Experience

We will provide the opportunities and tools to help you benefit from our brand, expand your capacity to prospect, and strengthen relationships with existing clients

Marketing

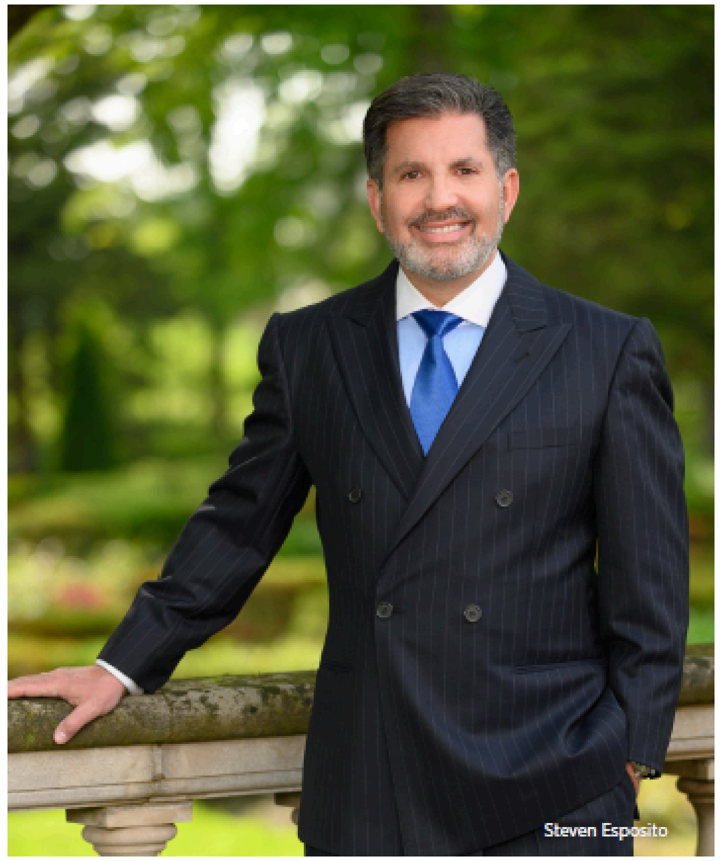
- Participate in print ads in local & upscale publications
- Benefit from a strong online presence on the YWM website
- Support for LinkedIn and other digital platforms.

Client Appreciation & Events

Invite your existing clients and engage with new prospects at our planned events

Other Collateral

Access to customizable and branded marketing materials, business cards, stationary merchandise, and more.



EXPERIENCE MATTERS

Steven Esposito of Yellowstone Management, LLC brings four decades of experience to steer a steady course for his wealth management clients.

Steven Esposito likens his work to that of an airline pilot. "Market turbulence is somewhat like airplane turbulence," says Esposito, President of Yellowstone Wealth Management for Wells Fargo Advisors Financial Network, LLC.

"Nobody likes turbulence," says Esposito, President of Yellowstone Wealth management for Wells Fargo Advisors Financial Network, LLC. In Lake Forest.

And, just like a calm and experienced pilot, Esposito makes it a priority to proactively communicate regularly with his high-net-worth clients to keep them apprised of what is happening and to reassure them that their financial portfolios are in calm, experienced, and capable hands. That's why he's the first to call clients when news outlets are reporting on market turbulence. "I'm on the phone before they call me," he adds. "There is a lot of information and misinformation coming at people from the media and online sources, and people can get confused and concerned about what they are hearing" says Esposito, who heads up Yellowstone Wealth Management, LLC at Wells Fargo Advisors Financial Network, LLC.

Esposito's insight and reputation are based on a long personal history in the field, with a 40 year track record of tailoring every portfolio to the specific needs of each client while maneuvering in every kind of market and structuring the wealth management portfolios of individuals, families, and foundations.

"Your portfolio is not the same as everyone else's, and too many people are relying on software programs to navigate volatile market environments and fluctuations," he explains. Despite the fact that much of the financial industry has moved to software, algorithms, and cookie cutter one-size-fits-all philosophies of investing and managing portfolios, Esposito is a wealth manager who rolls up his sleeves and is involved in the money managing process, proactively managing his clients' portfolios rather than farming them out.

"Everyone's financial situation is a very unique and personal matter, not only in terms of the finances themselves, but their expectations for themselves, their families, their quality of life, and their financial goals," he adds. At the same time, Esposito takes full advantage of Wells Fargo's state-of-the-art resources and cutting edge technology to combine his 40 years of experience and personal attention with the latest advances in the financial services industry and the infrastructure of one of the largest wealth management firms in the world.

"At the same time, it is a boutique feeling here," Esposito says of Yellowstone Wealth Management, LLC. Eight years ago, he moved his offices to Lake Forest to be closer to his clients, his family, and the local charities with which he's been involved for years. He's invested—with his firm, his community, and his clients with whom he has developed lasting and trusting relationships.

"My team at the Yellowstone Wealth Management, LLC at Wells Fargo Advisors Financial Network, LLC combines decades of experience with the foremost resources and technology of Wells Fargo seeking to deliver the quality of life you envision for you and your family," he adds.

Beyond Lake Forest and the North Shore, Esposito's financial knowledge is frequently sought by the media news outlets. He's been interviewed on **WGN TV** and **radio**, **ABC-7**, **Fox News**, **CBS News**, **NBC News**, **WIND** radio, the ***Noon Business Hour*** on **WBBM**, and he's been quoted in print publications like ***Crain's***, the ***Chicago Sun-Times***, and the ***Chicago Tribune***.

"I have seen it all—bull and bear markets, booms and busts," Esposito says. "It is my goal to preserve and grow your portfolio. Being a wealth manager is not just a job. It's a solemn responsibility."

The Yellowstone Wealth Management, LLC at Wells fargo Advisors Financial Network, LLC is located at 100 N. Field Dr, Ste 120 in Lake Forest, Illinois, 60045 224-880-0850, Steven.Esposito@YWMLLC.com.

At Yellowstone Wealth Management, we will offer you all the benefits of a traditional practice…

1:1 CSA coverage | Marketing & Growth Opportunities | Technology | Research Access | Reasonable Supervision

… and substantially more…

Competitive payouts | Autonomy | Luxury office