THE H GROUP INC®
INDEPENDENT WEALTH MANAGEMENT SOLUTIONS™

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Fellow Professionals:

We have some exciting practice news to share with you. Over the past year or two, we've been asked "When are you retiring?" Well rest assured, not anytime soon. In fact, with our new office and other activities, we are positioning ourselves for more growth. Therefore we are pleased to share some very exciting news with you. **Larry Hanslits**, one of the original three 'H's' in The H Group, Inc., is moving his office from Portland and merging his practice with ours.

Ron and Larry have been close associates and friends since 1985, when they were part of a different firm. Mary has known Larry since 1995 when she joined Ron's practice.

We have collaborated on several client cases over the years, so some of you may already know him. Ron has always told his wife Kathy that if anything happened to him to call Larry and Mary. Larry has always told his wife Laurie the same about us.

Larry, age 48, is a Certified Financial Planner Licensee since 1990. He holds a BS in Finance from Oregon State. In addition to providing the same services we provide to clients, Larry also serves as an Adjunct Professor for the Academy of Multidisciplinary Practice through Michigan State University, is a Fellow and an Instructor in the Wealth Strategies Institute and the Esperti Peterson Institute, and is a Senior Instructor for The Heritage Institute. In these capacities, Larry shares his estate and financial planning knowledge with a small, hand-selected number of attorney's and financial advisors from across the nation. He is also a teacher and a judge for the financial planning scholarship competition at Oregon State. Beside all of this, he is just a downright nice guy with a delightful sense of humor.

We believe that this is an excellent match because:

- While we have excess administrative support capacity, we could use another profess sional in our office to help us better serve our clients, especially during vacations.
- Larry has that capacity, but he could use the extra support from our administrative team.
- We consider ourselves very good at retirement planning and investment management. Larry's investment management experience and national reputation in the field of advanced estate and tax planning greatly deepens our bench.

Larry moves in December 1st on a part-time basis, then full time in January. We are looking forward to adding him to our team-based approach to client service. While a good number of professionals in our circle already know Larry, we hope that everyone will get the opportunity to meet him soon.