



The Tailored Portfolio Management Group

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Our vision

At The Tailored Portfolio Management Group at RBC Wealth Management, we recognize that no two investors are alike. That is why we consult one-on-one with our clients — so that we may evaluate and understand their unique circumstances, goals, and aspirations. The result is a personalized investment portfolio designed specifically to meet each client's needs. Every team member combines experience, knowledge, and dedication with the extensive breadth of services offered by RBC Wealth Management to build strong client relationships.



Don Schwarz

Senior Vice President - Financial Advisor, Senior Portfolio Manager - Portfolio Focus
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A Los Angeles native Don, has over 45 years of experience in the securities and investment industry. In 1967 after graduating from Cal Poly San Luis Obispo, he joined Sutro and Co., a California-based investment banking and brokerage firm, starting as a floor trader on the Pacific Coast Stock Exchange. After a brief stint in the military, Don became a broker and financial advisor to private clients.

In 1990, Don joined the firm of Schroders PLC, a 200 year-old British investment and merchant bank. In 2000, Citigroup acquired Schroders PLC and the North American arm became Smith Barney. In 2009, he joined RBC Wealth Management as a senior portfolio manager in the Portfolio Focus program.

In addition to his portfolio management responsibilities, Don also directs the research effort of The Tailored Portfolio Management Group. He was recently named to the top 25 portfolio managers by *California CEO Magazine*. He has also been named to the 2015 *Financial Times* Top 400 Advisors list in the U.S.

An active participant in the community, Don sits on several boards. He is on the board of overseers of the Los Angeles campus of Hebrew Union College-Jewish Institute of Religion as an emeritus overseer, and a member of the board of directors of the American Committee for the Weizmann Institute of Science, in Rehovet, Israel. Most recently, Don founded the MVAT Foundation, whose mission is to raise money and awareness for military and veteran support groups and their families and serving active duty and veterans suffering from mental and physical injuries. He also serves on the President's Executive Council of the Congressional Medal of Honor Foundation. Don is on the executive committee and board of directors of JINSA, Jewish Institute for National Security Affairs, a policy and programming think tank in Washington D.C.

An avid golfer, Don and his wife Susan enjoy their three children and six grandchildren. Along with their two Bouvier des Flanders, his interests include music, food and travel.



Jeff Horn

Senior Vice President - Financial Advisor, Senior Portfolio Manager - Portfolio Focus

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Jeff was born in San Pedro, California. He received his Bachelor of Arts degree in economics from the University of California San Diego in 1979. He began his career in the investment field as a municipal bond salesman and later became a municipal bond trader. In 1987, he became the manager of the West Coast municipal bond department of Drexel Burnham Lambert.

In 1989, Jeffrey joined Schroders PLC, a British investment bank, as head of their West Coast fixed income department. Schroders was subsequently bought by Citigroup and Jeff remained there as manager of the Westwood, California office until 2002, when he joined The Schwarz Group. In 2009, he joined the rest of The Tailored Portfolio Management Group in moving to RBC Wealth Management.

Jeff is responsible for the fixed income investments of The Tailored Portfolio Management Group's clients. He is also involved in equity research, along with marketing and managing client accounts.

Jeff was on the board of the California Public Securities Association. He also served as a president of the Los Angeles Municipal Bond Club. He currently is actively involved with Beverly Hills Rotary, and the Manhattan Beach Education Foundation Business Advisory Board. Jeff and his wife, Laurie, have three children — Samantha, Madeleine and Zach.



Steven Tomingas, CFA®

Senior Vice President - Financial Advisor, Portfolio Manager - Portfolio Focus

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Steve joined RBC Wealth Management in 2009, serving high-net-worth clients. Prior to RBC Wealth Management, Steve joined Citigroup in 2000 through the acquisition of Schroders, PLC. As regional manager, he was responsible for Midwest institutional equity sales, including Chicago, Minneapolis, Milwaukee, Des Moines and Michigan; a business which serves hedge funds, mutual funds and money managers. At Schroders, he headed Western institutional sales, which was based in Los Angeles. Steve also has extensive experience as a director of research and trading, as a portfolio manager and as an analyst.

Steve is a CFA and a member of AIMR, and he served as president of the Twin Cities Society of Security Analysts. He is a member of the Los Angeles Society of Security Analysts. He has been a regular guest lecturer at the UCLA Anderson Graduate School of Management.

Steve received his MBA from the Kellogg School of Management at Northwestern and a Bachelor of Science degree from the University of Southern California. He has been involved in charitable organizations, including the Child & Family Guidance Center for abused children in Los Angeles; L.A. Catholic Charities; Jewish Family Services; and the American Cancer Society. He is treasurer of the Crown Homeowner's Association.

Steve has the following registrations and licenses: Series 7, Registered Representative; Series 63, Uniform Securities State Law; Series 66, Investment Adviser Representative; Series 9, NYSE General Securities Sales Supervisor, Options; Series 10, NYSE General Securities Sales Supervisor, General; Series 16, NYSE Supervisory Analysts.

Steve and his wife, Judi, enjoy hiking, reading and traveling. Judi is a teacher at a private school in Los Angeles. They have one daughter, Andrea, who graduated from Brown University and is a graphic designer in Los Angeles.



David Haehnel

Financial Advisor

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Growing up in Chicago, David attended the University of Illinois at Chicago, where he had the opportunity to play on the baseball team. Upon earning his Bachelor of Science in kinesiology in 2004, he was drafted by the Baltimore Orioles, where he played from 2004 to 2008.

After David's time in the minor leagues, he decided to go back to school for his MBA, graduating from Concordia University Chicago in 2011.

In 2012, David relocated to Southern California and joined RBC Wealth Management. He spent a year working in the branch, assisting and training under numerous financial advisors, while earning his Series 7, Registered Representative, and 66, Investment Adviser Representative licenses. In December of 2013, David joined The Tailored Portfolio Management Group.



Carol Lewis

Senior Financial Associate

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Originally from Guam, Carol attended Oregon State University graduating in 1990 with a Bachelor of Science degree in merchandise management. After graduation, Carol moved to Portland, Oregon where she worked at PaineWebber as a registered client associate and UBS Financial as a financial advisor until 2003.

Carol relocated to Southern California in 2003 and worked for Smith Barney as a registered client service associate. Carol joined RBC Wealth Management in 2007 as the branch service manager for the Century City office. She later moved to complex headquarters in Beverly Hills as the administrative complex manager where she supervised the support staff in eight branches throughout southern California. Carol joined The Tailored Portfolio Management Group in May 2013 as a senior financial associate.

Carol lives in Long Beach with her husband, Howard, and son, Andrew.

In 2015, the Financial Times 400 Award was based on information gathered regarding 1,500 financial advisors, of which 26% received the award. The Award is based on the following criteria: The individual is a FINRA registered representative, assets under management, revenue produced for the firm, experience and professional designations. This award does not evaluate the quality of services provided to clients and is not indicative of this advisor's future performance. The financial advisor does not pay a fee to be considered for or to receive this award.

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