Steeplechase Wealth Consulting Group

Professional athlete services

RBC Wealth Management

Steeplechase Wealth Consulting Group

Overcoming obstacles to achieve financial success

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Securing your financial future

When it comes to finances, athletes, entertainers and entrepreneurs, all tend to have one thing in common. At some point in their lives, they will have a rapid accumulation of wealth and the potential need to rely on that wealth for the remainder of their life. Whether you just closed a new record deal, signed your first professional contract, or sold your company, responsible management of your newfound wealth is critical to your long-term happiness.

What is important to you?

We understand the responsibilities and stresses that accompany wealth. Our services are designed to help professional athletes reduce these pressures and simplify their lives.

Professional wealth management services

Professional wealth management helps you answer this question, prioritize your objectives and prepare you financially to accomplish them. Our focus on the financial aspects of achieving what is important to you is central to everything we do at the Steeplechase Wealth Consulting Group. Utilizing RBC Wealth Management's sophisticated investment resources, and a team of professionals from a variety of financial disciplines, we are able to offer our clients a large range of services, including:

- Growing your assets
- Debt management
- Qualified retirement planning/IRA
- Business succession planning
- Gifting and charitable giving strategies
- Education funding
- Maintaining or enhancing your lifestyle
- Protecting your family or income
- Legacy and trust planning
- Long-term care planning
- Investment portfolio management
- Converting wealth into income

Earning your retirement paycheck

During your working years, you trade your time and energy for a regular income. Then, during your retirement years, you have the freedom to turn your time and energy toward activities that are meaningful to you. Whether retirement is a future goal or a present reality, we can help you build wealth and use it to create the reliable income stream to fund the retirement lifestyle you want. There are a number of strategies we can use, and together, we can choose the one best suited for your income needs and risk tolerance. The sooner we start, the sooner you enjoy the benefits of a retirement income plan.

Whether it is about accumulating wealth, providing for your child's education, making charitable donations or traveling during retirement, professional wealth management can help you achieve your goals.

Areas of expertise

We act as the lead of your financial team, aligning ourselves with you to help realize your goals and objectives.

We have substantial experience in helping high-net-worth players, in various stages of their careers, reach their financial goals. Our areas of focus include:

- Deep experience in building your team of experienced professionals (agents, consultants, etc.)
- Partnering with trust attorneys, professional money managers, insurance specialists and retirement planning specialists to help develop advanced investment plans
- Entry-level-contract cash management
- Signing-bonus cash management
- Techniques for asset protection, income stabilization and estate planning
- Financial strategies for transitioning out of the league and into another career or retirement
- Helping premier players plan for uncertainties of income if a career is unexpectedly cut short

Commitment to our players

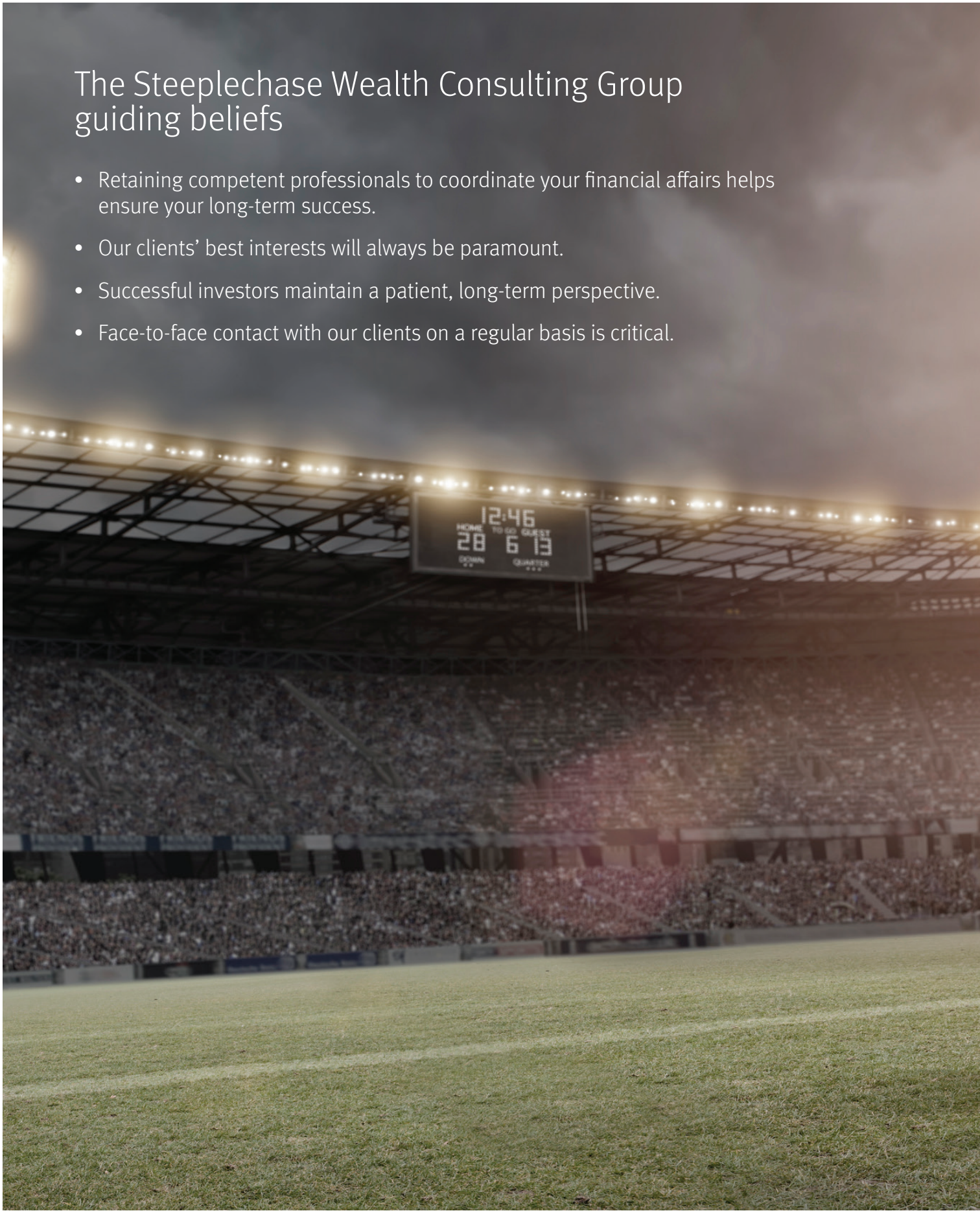
As a team, we offer superior service that distinguishes us from other wealth management firms. At the core of this service is open communication. Our clients appreciate that we are readily accessible to address their questions or concerns. To ensure that our clients receive the level of service they deserve, the Steeplechase Wealth Consulting Group limits our client base specifically to care for the needs of professional athletes, their families and affiliates.

As a client, you receive:

- Open access to our team of financial professionals
- Personal face-to-face meetings
- Direct email and phone access to each Steeplechase Wealth Consulting Group team member

The Steeplechase Wealth Consulting Group guiding beliefs

- Retaining competent professionals to coordinate your financial affairs helps ensure your long-term success.
- Our clients' best interests will always be paramount.
- Successful investors maintain a patient, long-term perspective.
- Face-to-face contact with our clients on a regular basis is critical.

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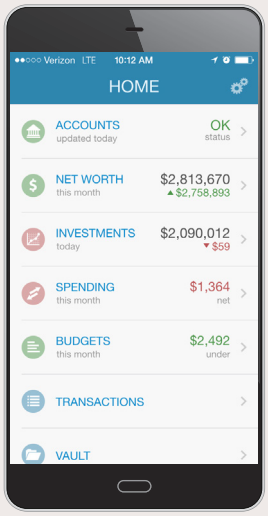
Our services and solutions make us different

Cutting-edge resources for the "digital age"

You have access to your Personal Wealth Dashboard from wherever you are and on any device you choose.

Your personal financial mobile website can be accessed on iPhone, Android, BlackBerry and most other popular smartphones.



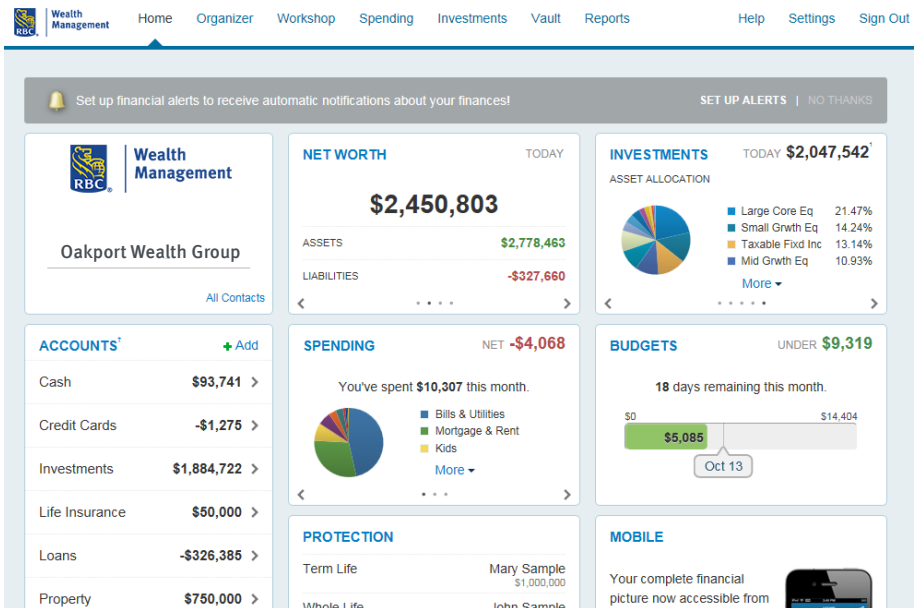
In wealth management, as in life, making the right decision at the right time can be crucial. With more information and options come better decisions. We take the time to understand your needs, work with you to develop strategies, and deliver personalized solutions for accumulating, protecting and transferring wealth.

Our team stands ready to offer any additional services that we, or you, deem necessary to accomplish your objectives and fulfill long-term goals. Many financial advisors claim they will be your "financial quarterback" and make grandiose promises to coordinate the complexities of your financial picture. However, most do not have the proper tools and resources to follow through on this pledge.

At the Steeplechase Wealth Consulting Group, we take our commitment to being our client's "personal CFO" very seriously. We have invested considerable resources in developing the right tools to fulfill this pledge. One popular tool we offer our clients is our state-of-the-art Personal Wealth Dashboard. This is a complementary, interactive wealth management tool that improves how we deliver our wealth management services. Think of it as your own easy-to-use personal financial website that digitally consolidates your entire financial life into one clear picture.

With all your accounts consolidated in one place, balances that recalculate as the markets change, and interactive tools that allow us to collaborate with you in real time, you have everything you need to make smart choices right at your fingertips—anywhere, anytime. Additionally, the Personal Wealth Dashboard offers:

- **A comprehensive overview—** Your Personal Wealth Dashboard consolidates all of your assets, bank accounts, insurance policies, loans, credit cards, retirement plans and RBC Wealth Management investments by linking them to a single online profile for your viewing.
- **Up-to-date information—**All of your accounts display updated numbers for the most accurate current reflection of your financial picture on your homepage.
- **Mobile access—**You also receive mobile access to your Personal Wealth Dashboard so you are always in touch with your finances, regardless of where you are.



Monitor your entire financial picture in one place with your Personal Wealth Dashboard.

- **Planning tools and reporting**—The system facilitates the input of planning scenarios and data to develop one of the most cutting-edge reports in the industry. Since data is updated on a daily basis, the tools and reports are current and up to date with any changes as well, enabling a more accurate and fluid plan.
- **Data security**—We hold the security of our clients' personal data in the highest regard. Our hosting infrastructure has been designed to include high-level, state-of-the-art protocols, encryption and back-up disaster recovery systems to secure and protect our client information.
- **Cloud storage**—You gain access to a personal "vault" as an online secure storage facility for protecting valuable documents and information, such as wills, trusts, tax returns, insurance policies, etc.
- **Strengthened relationship**—Your Personal Wealth Dashboard is a modern technology instrument that strengthens our advisor-client relationship by keeping your financial objectives clear and allowing our team to be more responsive.

Customized financial solutions

- A written comprehensive financial plan based on long-term goals.
- Customized investment and asset allocation plan developed for you based upon risk tolerance, goals and current portfolio.
- Private banking and lending services (personal or business).
- Tax-reduction strategies in conjunction with your accountant.
- Multi-generational family legacy planning and charitable planning strategies.
- Estate planning and guidance, offered in conjunction with your estate planning attorney.
- Ongoing review of insurance coverage, to include life, long-term care, survivor protection and estate preservation.
- Personalized portfolio investment management using RBC Wealth Management's Portfolio Focus® Program. Acting as your personal portfolio manager, we make investment decisions on your behalf. This frees up your time and offers the advantage of an asset-based cost structure. You pay a flat cost per quarter based on your total assets under management, not on the number of trades we make.

About us

Trevor Johnson

Senior Vice President – Financial Advisor
International Consulting Group
Member: Sports Professional Group

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Trevor focuses exclusively on the sports and entertainments industries, and the liquidation events of high-net-worth clients of the Steeplechase practice. Since 2003, he has been advising clients through every aspect of their lives, but the relationship he builds offers his clients much more than just financial advice. Trevor manages his clients' portfolios by understanding their unique situations, goals and risks. He then customizes each strategy specifically to clients' individual needs, utilizing a variety of investment strategies ranging from stocks, bonds, options, mutual funds and alternative investments.

Trevor is a graduate of Susquehanna University where he attended the Sigmund Weis School of Business. He earned a bachelor's degree in business administration with an emphasis in finance. The core of Trevor's coursework concentrated on investment analysis and portfolio management with a focus on asset allocation. In 2003, Trevor joined RBC Wealth Management, where he uses his education in wealth management to help his clients achieve stability throughout market cycles, as well as life changes. Trevor and his team are part of RBC Wealth Management's prestigious Private Wealth Group and Sports and Entertainment Group. Trevor is also a designated international financial advisor due to his extensive cross-border experience advising athletes and entertainers. Trevor was also named to the RBC Wealth Management's President Council and is a member of the firms Consulting Group, which recognizes financial advisors for their achievement in building and maintaining consultative, fee-based businesses. He passed the Series 7 and 66 exams and holds life, health and long-term care insurance licenses.

Trevor resides in Chester County, Pennsylvania, with his wife, and their three daughters and two rescued Great Pyrenees. An avid horseman and advocate of the country lifestyle, Trevor enjoys spending his free time involved in equestrian sports, predominately foxhunting. Serving as a whipper-in for his hunt and having been awarded his colors, Trevor believes strongly about preserving open space and land conservation. When not at the barn or in the hunt field, he and his family enjoy sailing the Chesapeake Bay. Trevor has a strong belief in giving back to the local community. Currently, he serves on the board of Thorncroft, a local equestrian facility focused on therapeutic riding programs for the disabled and war veterans. Most recently, he was appointed to serve on the board of the Devon Horse Show Foundation.

Brian Russo

First Vice President – Financial Advisor

(617) 725-1701 | brian.russo@rbc.com

Brian is committed to helping provide financial peace of mind to his clients, which he accomplishes through a disciplined approach that focuses on accumulating, managing and preserving wealth. Brian personally customizes comprehensive wealth management plans focused solely on the best interest of his clients. He believes that financial success stems from professionalism, hard work and honesty, all of which are encompassed in his commitment to building a strong, long-term relationship with his clients. The foundation of the relationship is built on understanding and achieving the client's financial objectives and lifelong goals.

Brian graduated from Babson College with a Bachelor of Science degree in business management with a concentration in finance and marketing. The core of Brian's coursework was focused on understanding the role and the functions of the financial markets. When

not in the classroom, Brian spent most of his time playing for the varsity ice hockey team. He began his career in the securities industry in 2002 with UBS Financial Services. Brian passed the Series 7 and 66 exams and holds his life insurance license.

Brian was born and raised in Winchester, Massachusetts, and currently resides in Windham, New Hampshire, with his wife and two sons. Outside of the office, he enjoys spending time with his family, golfing and traveling.

Kim Brennan

Investment Associate

(484) 530-2825 | kim.brennan@rbc.com

Kim brings more than 20 years of professional experience to the Steeplechase Wealth Consulting Group. She started her career as an operations associate and worked her way up to investment associate. Kim has been with RBC Wealth Management since 2007. Her attention to detail and client requests is what helps the team make providing exceptional client service the top priority. She is responsible for performance reporting, compliance and many of the day-to-day details of running the team. In 2017, Kim was recognized by RBC with their Award of Excellence, giving recognition to employees who go "above and beyond." Kim has also passed the Series 7 and Series 63 exams.

Kim was born and raised in Broomall, Pennsylvania. She currently resides in Havertown with her two teenage boys, Mark and Sean. Outside of the office, you can usually find Kim on the football field, baseball field and basketball court cheering on her boys. Kim is very involved with her community and volunteers her time helping with the snack bar and other various events for the leagues she is involved with. Kim is an avid Philadelphia Eagles fan and enjoys traveling, the beach and spending time with her boyfriend, family and friends.

James Sinnott, CFP®

Investment Associate

(484) 530-2808 | james.sinnott@rbc.com

Jim is an investment associate with the Steeplechase Wealth Consulting Group at RBC Wealth Management. He has been in the financial services industry for more than seven years with experience in both advisory and consulting roles. Prior to joining RBC Wealth Management in 2017, Jim was with BDO as an assurance senior associate and Morgan Stanley as a financial advisor. He has passed his Series 7 and 66 exams and holds his life and health insurance licenses. Jim has earned the CERTIFIED FINANCIAL PLANNER™ designation through his studies at Georgetown University. The multi-year CFP® program entails in-depth courses, training and comprehensive examinations in all areas of financial planning including investments, taxes, insurance, estate and retirement planning.

A native of the Philadelphia area, Jim graduated from La Salle College High School where he served as the student council president. After graduating from La Salle, he attended The Catholic University of America, earning his degree in accounting. While attending Catholic, Jim was a four-year member of the varsity lacrosse team, and served as a three-time captain.

Jim is a member of the La Salle College High School Alumni Mentor Program, whose mission is to foster mentoring relationships among alumni to help support community and to enhance the professional development of young alumni. Jim resides in Blue Bell, Pennsylvania, and particularly enjoys spending time with friends and his large extended family, as well as golfing in his free time.

Wealth Management Professionals

The Wealth Management Professionals serve as a resource to RBC Wealth Management® financial advisors. They develop a stronger understanding of your personal financial objectives, gather valuable information and support complex financial and wealth strategies issues for the clients of RBC Wealth Management.

Stacia Apostolos, AIF®, CPFA®

Divisional Retirement Consultant

As a 15-year veteran of the retirement field, Stacia understands the complexities of navigating employer sponsored retirement plans. Her true passion is understanding the needs of plan sponsors, delivering unique and innovative solutions for achieving desired plan outcomes. Stacia partners with RBC Wealth Management advisors to provide education on fiduciary best practices, plan design solutions, vendor research and plan benchmarking. Stacia earned a Bachelor of Science degree from St. Catherine University in St. Paul. She has earned the following designations: Certified Plan Fiduciary Advisor (CPFA®) and Accredited Investment Fiduciary (AIF®), and is an active member of The National Association of Plan Advisors (NAPA) and the Women in Pension Network (WiPN).

Liz Jacovino, CFP®, CTFA

Vice President – Wealth Strategies Consultant/ Estate and High Net Worth

Liz has spent the past decade working with advisors and clients, showing them how to preserve wealth and value in their estates for future generations. Liz is a graduate of Johnson and Wales College. She holds the CERTIFIED FINANCIAL PLANNER™ certification and the Certified Trust Financial Advisor (CTFA) designation. Liz is also Adjunct Professor at Pace University's College for Professional Education, where she teaches estate planning. As part of her responsibilities, Liz works with RBC Wealth Management financial advisors to develop appropriate solutions for clients in the areas of estate and business succession planning. She places special emphasis on helping clients control estate and gift taxes. She specializes in reviewing clients' existing estate and business succession plans, and making recommendations for changes, when appropriate.

Aleksandra Adamczyk

Credit Solutions Consultant

Aleksandra provides recommendations on how the strategic use of credit can help clients meet a variety of wealth accumulation and liquidity management goals, including real estate purchases, bridge financing and refinancing existing high-cost debt. Aleksandra joined RBC Wealth Management in 2005, working in various roles in credit, most recently supporting the East division. She received her Bachelor of Business Administration degree from Pace University.

Daniel Sullivan

Wealth Strategist

Dan works with RBC Wealth Management financial advisors to develop appropriate wealth management solutions for clients in the areas of estate planning, retirement planning, stock option planning, charitable giving, education funding and wealth transfer. He also works with clients' attorneys, accountants and other professionals to implement strategies to meet clients' financial objectives. He received his Bachelor of Arts degree in economics from Fairfield University and an MBA in finance from Fordham University

Gabelli School of Business. Dan holds the CERTIFIED FINANCIAL PLANNER™ certification and the ChFC® designation. He also passed the Series 6, 7, 24 and 66 exams.

Evan Kraft

Wealth Planning Consultant

Evan helps RBC Wealth Management financial advisors address retirement planning needs for high-net-worth clients. He also provides comprehensive education, guidance and support to financial advisors and clients facing issues that may not have affected them while growing their assets. Evan's goal is to minimize risk faced by retirees and help with choices affecting them during retirement. Evan received a bachelor's degree in business and economics from Rutgers College and his MBA in finance and management from Montclair State University. He passed the Series 7, 63 and 65 exams and holds multiple state insurance licenses.

Steven Mangine

Insurance Consultant

Steven specializes in advising financial advisors and their clients on the uses of insurance solutions in the areas wealth protection and wealth transfer. Steven works with RBC Wealth Management financial advisors to develop strategies and solutions for tax-efficient wealth protection and transfer objectives. He also reviews and evaluates clients' existing insurance solutions to determine appropriateness considering changes a client has realized or contemplating in their financial life cycle. Steven graduated cum laude from Colgate University. He holds the Chartered Life Underwriter (CLU®), Chartered Financial Consultant (ChFC®), and CERTIFIED FINANCIAL PLANNER™ (CFP®) certifications and designations. He also passed the Series 7 and 63 exams and holds various insurance licenses.

Cathy Walker

Trust Consultant

Cathy specializes in collaborating with RBC Wealth Management financial advisors to deliver trust solutions to high-net-worth individuals and families as part of a holistic wealth management planning solution. Her overall goal is to enhance and support client-advisor relationships, as well as to identify trust solutions that both optimize opportunities and mitigate risks. Cathy earned a bachelor's degree from Wilmington University and has attended Cannon Financial Institute's Trust School. She has spoken to audiences at state bar association meetings and has been a featured speaker for the Financial Planning Association. Cathy is also approved to provide continuing education credits to CERTIFIED FINANCIAL PLANNER™ professionals and Certified Public Accountants nationwide.

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