

CARILLON CONSULTING GROUP

Private Wealth



RBC Wealth Management®

MISSION STATEMENT

Carillon Consulting Group's mission is to provide every client with trusted advice and exceptional service in a personal and unparalleled way.



From left to right: Scott Hill, Chris Lee, Megan Lockhart, David Kenyon.

ABOUT CARILLON CONSULTING GROUP

Carillon Consulting Group was formed in 2007 through a partnership between David Kenyon, Scott Hill and Chris Lee. With more than 100 years of combined experience, Carillon Consulting Group has a proven commitment of putting clients' needs first. We are entrusted with over \$500,000,000 in client assets, and we are distinguished within RBC Wealth Management as members of the exclusive Private Wealth program.

We are committed to providing unbiased, objective investment advice and unparalleled client service. To accomplish this and keep abreast of the ever-changing investment markets, we have dedicated ourselves to a pursuit of knowledge within the financial marketplace. Our group's commitment to improving our expertise has produced two Accredited Wealth Managers (AWM), a Certified Investment Management Analyst (CIMA®) and an Accredited Investment Fiduciary®.

Carillon Consulting Group believes that it is important to support and give back to our community and has charitable relationships that benefit organizations throughout the Pacific Northwest.



H. David Kenyon, AWM

*Senior Vice President – Financial Advisor,
Senior Consulting Group*

David began his career in 1983 with Prudential Securities. He has worked with high net worth individuals, corporations, executives, and fiduciary clients during his career. David is primarily responsible for client acquisition, business development and managing strategic client relationships. He holds the designation Accredited Wealth Manager (AWM), and has completed the Retirement Management Analysts course offered through Texas Tech University. The skills acquired through the RMA provide the expertise to assist clients with their retirement income planning. David is passionate about golf, spending time with his wife Meredith, and following the success of his two children, Charlie and Lauren.

Christopher J. Lee

*First Vice President – Financial Advisor,
Consulting Group*

Chris began his career on Wall Street in 1988 with a large international bank. Since 1992, he has extensive experience assisting high net worth individuals, their families, and fiduciary clients. Chris is responsible for portfolio implementation, ongoing investment strategy and managing client relationships. He holds the designation Accredited Investment Fiduciary. Chris is an avid cyclist and enjoys spending time on Whidbey Island with his wife Courtney and daughter Elsie.

Scott D. Hill, AWM & CIMA®

*Senior Vice President – Financial Advisor,
Senior Consulting Group*

Scott began his career in 1993 with AG Edwards. He has extensive experience guiding the consulting process for high net worth individuals, their families, and fiduciary clients. Scott is primarily responsible for client acquisition, risk assessment & profile, investment strategy development, and portfolio due diligence and construction. He holds the designations Certified Investment Management Analyst (CIMA) and Accredited Wealth Manager (AWM). In his free time, Scott enjoys spending time with his wife Leah and their three sons — Gavin, Mason and Drew. He is a passionate Washington Husky alum and enjoys snow skiing, boating, coaching youth sports, and relaxing with friends.

Megan Lockhart

Financial Advisor

Megan began her career in the Financial Services industry in 2002. Building upon a successful career as a paralegal, analyst and team manager for various legal, tax and financial consulting firms, Megan possesses unique insight and ability to assist individuals and their families experiencing challenging life decisions. She has completed training through the Institute for Divorce Financial Analyst™ and is responsible for Fresh Start — Carillon Consulting Group's dedicated program focused specifically to assist individuals throughout the divorce process. Megan is a graduate of the University of Washington. In her free time she enjoys skiing, traveling, reading, cooking and spending time with her husband Brandon and their two Basset Hounds.

Edie Carroll

Senior Financial Associate

Edie has more than 23 years of experience in the securities industry working in the public and private sectors of finance. She holds the Series 7 & 63 securities licenses. Edie is responsible for the day to day financial operations of Carillon Consulting Group. Edie and her husband, Pat, have one daughter, Jenny. Edie and Pat enjoy time at their cabin on Lake Chatcolet in Idaho, listening to music and spending time relaxing with family and friends.

*Combining our individual strengths
and expertise allows us to effectively
manage client relationships and deliver
outstanding value to our clients.*



WHAT IS WEALTH MANAGEMENT?

Carillon Consulting Group believes that wealth management is a disciplined process that focuses on clients' goals and objectives. Wealth Management is personal and flexible in order to meet life's changes. It rises from time-tested strategies relevant to the accumulation, protection, distribution and transfer of wealth, and is vital in guiding our clients through both bull and bear markets. The building blocks of a prudent wealth management plan stem from attentive listening, inquisitive questioning, and the patience to take the necessary time to understand each client's unique financial needs. Wealth management is the process that allows our clients to build a lasting financial legacy.

WEALTH MANAGEMENT PROCESS

Our disciplined process is driven by a smart, time-tested approach that integrates your goals into a personalized plan that is flexible to accommodate your unique situation. We combine sophisticated investment planning tools with professional resources to assess your financial goals and objectives. Our five-step process is outlined below:

- **Investigate** — Understanding Your Objectives
- **Evaluate** — Determining Your Needs
- **Recommend** — Developing Customized “Solutions-Driven” Wealth Management Portfolios
- **Execute** — Implementing Thoughtful, Creative Solutions
- **Manage** — Providing Timely, Ongoing, Attentive Service

VALUE STATEMENT

Carillon Consulting Group serves high net worth individuals, their families, endowments and foundations by designing and implementing wealth management strategies. We have the expertise to assist clients with the accumulation, protection, distribution and transfer of wealth. We are committed to working closely with our clients to offer goal-driven, flexible solutions designed to help realize their lifetime goals and objectives.

CARILLON CONSULTING GROUP CORE COMPETENCIES

- Portfolio Management
- Retirement Income Distribution Planning
- Alternative Investments
- Life Insurance, Annuities and Long-Term Care Protection
- Estate & Trust Planning
- Wealth Transfer & Inheritance Strategy Planning
- Qualified Plan & IRA Distribution Strategies
- Investment Fiduciary Services
- Lending & Credit Solutions
- Qualified Retirement Plans
- Corporate & Capital Markets Solutions



Michael Brown, retired C.F.O. of Microsoft Corporation, client since 1987.

RBC PRIVATE WEALTH

Carillon Consulting Group is one of a select number of wealth management teams who have the required skill set and experience to be selected by the firm to deliver Private Wealth services.* The exclusive services of RBC Private Wealth were designed to help the most successful individuals and families accomplish their highly specialized wealth management needs.

Through a collaborative relationship that includes the international division of RBC Wealth Management and RBC Trust, Carillon Consulting Group has access to a diverse team of multi-disciplinary experts. Our team of experts — many of whom hold professional designations in law and accounting — have proved crucial in assisting our clients and their existing professional advisors with the development of an all-inclusive wealth management plan. Our wealth strategy consultants' expertise includes:

- Estate and High Net Worth Planning
- Complex Insurance Structures
- Credit, Lending and Liability Solutions
- International Banking and Trust Services

** Private Wealth services are intended for clients who hold one million dollars with us and who have more than five million dollars of overall net worth.*

Trust services are provided by third parties. Neither RBC Wealth Management nor its financial consultants are able to serve as trustee. RBC Wealth Management does not provide tax or legal advice. All decisions regarding the tax or legal implications of your investments should be made in connection with your independent tax or legal advisor.

ABOUT RBC WEALTH MANAGEMENT

Founded in 1909 in St. Paul, Minnesota, as a small regional securities broker-dealer, RBC Wealth Management has become one of the nation's leading investment, advisory and wealth management boutiques by joining forces with other regional firms who share its mission: to provide investment advice, exceptional service and an unbiased, independent perspective to help clients achieve their financial goals.

Today, RBC Wealth Management is a division of RBC Capital Markets, LLC, which is a wholly-owned subsidiary of Royal Bank of Canada (TSX, NYSE: RY). The firm attributes its success over the years to providing an open architecture that allows Financial Advisors. the freedom to match appropriate investments to each client's unique needs — at all stages of their lives.

What makes RBC Wealth Management different? While it has grown, its values have stayed true to its small-firm roots. As part of RBC — a company that earned an international reputation for integrity, stability and strength by consistently making business decisions based on the best interests of its clients — RBC Wealth Management can provide you with the breadth of financial products and services only available from a leading global institution.

This combination of small-firm culture and large-firm capabilities makes RBC Wealth Management unique in the financial services industry and gives Carillon Consulting Group a distinct competitive advantage in the way we serve you.



JJ Leary Jr., Attorney at Law, McCullough Hill Leary, PS and
Dottie Hall, Chief Marketing Officer, Naverus, clients since 1986.

“Our job is to listen to our clients’ needs, help them understand and define their ever-changing financial lives
and provide unbiased, objective solutions to meet their lifetime goals.”

– Carillon Consulting Group



Spanning four generations, the **MacRae, Davis, Poole** and **Tripp** families.
Carillon Consulting Group clients since 1993.

CARILLON CONSULTING GROUP

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