



BIG Strategy Portfolios

BURNS
INVESTMENT GROUP

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Customized Investment Strategies

While many elements contribute to the goal of increasing portfolio value over time, we think one of the most important is having experienced Advisors who can customize strategies to fit your individual risk tolerance and goals. No one can predict market fluctuations, but customized strategies can help manage risk.

Burns Investment Group (BIG) specializes in designing and managing several proprietary investment portfolios. They are meticulously designed to meet our clients' specific investment objectives, time horizon and risk tolerance. We believe our disciplined portfolio management complements our comprehensive wealth management and commitment to client-service excellence.

Leveraging our experience in varying market cycles and the vast resources of one of the nation's largest financial-services companies, we manage portfolios that are designed to put the odds of success in our clients' favor.

Our Investment Process

Our investment process begins by a deep analysis of the macro economic trends. We focus on the economic sectors that we believe show fundamental growth. Then, we choose large-cap, mid-cap and foreign stocks that have exhibited consistent growth in revenue, earnings and operating profit margins. While portfolios will generally be weighted to include common stock, bonds and mutual funds and designed to be low turnover, strong consideration is given to the trading liquidity of each holding.

In the fixed-income allocations, the BIG Strategy Portfolios seek to add value by deliberate management of interest-rate risk, sector swaps and yield-spread analysis in strategies that allow us to make adjustments quickly and efficiently to address changes in the direction of interest rates, corporate liquidity and credit quality.

Continued

Investment Performance

Investment Objective: Growth

Portfolios as of 12/31/11 Inception date is 07/01/02

	Quarter	YTD	1 Year	3 Year	5 Year	7 Year	Inception
Number of Applicable Accounts	154	146	146	123	75	38	
Gross Size-Weighted Return	8.29%	1.60%	1.60%	10.00%	1.31%	3.81%	5.72%
Net Size-Weighted Return	7.95%	0.30%	0.30%	8.53%	-0.09%	2.32%	4.16%
S&P 500	11.81%	2.12%	2.12%	14.10%	-0.25%	2.63%	4.61%
S&P 500/BCGCI 80/20	9.70%	3.63%	3.63%	12.89%	1.37%	3.44%	5.10%

Investment Objective: Growth + Income

Portfolios as of 12/31/11 Inception date is 10/01/02

	Quarter	YTD	1 Year	3 Year	5 Year	7 Year	Inception
Number of Applicable Accounts	115	103	103	76	44	29	
Gross Size-Weighted Return	5.59%	3.09%	3.09%	8.80%	2.13%	3.78%	5.85%
Net Size-Weighted Return	5.28%	1.88%	1.88%	7.45%	0.80%	2.39%	4.39%
S&P 500	11.81%	2.12%	2.12%	14.10%	-0.25%	2.63%	6.91%
S&P 500/BCGCI 50/50	6.51%	5.73%	5.73%	10.79%	3.57%	4.44%	6.47%

Composite: The composite includes all actual fee paying discretionary accounts with comparable investment objectives and risks. Accounts are included in the first full calendar quarter under management and remain in the historical composite record through the last full calendar quarter under management. The performance of accounts terminated prior to September 2004, however, is not reflected in the composite returns shown above. Net investment returns represent the deduction of actual program fees, gross returns do not. Returns for periods longer than one year are annualized. All returns are size and time weighted and reflects reinvestment of interest, income and/or realized capital gains. Because these accounts are individually managed, and clients have the ability to impose restrictions on management, account performance will vary. Past performance is not indicative of future results. This strategy is subject to investment risk and there is no assurance that this strategy's objectives will be attained. Fees for this program cover advisory services, transaction costs and relevant expenses. Fees are based on the assets in the account and are assessed quarterly. This investment strategy may not be suitable for all investors. During periods of lower trading activity, your costs might be lower if our compensation were based on commissions. The standard minimum account size for this program is \$50,000.

S&P 500 Index: Covers 500 industrial, utility, transportation, and financial companies of the US markets. The unmanaged value-weighted index represents about 75% of the NYSE market capitalization and 30% of the NYSE issues.

Barclays Capital Government/Credit Index: An index composed of corporate bonds that are of investment grade and U.S. Treasury Bonds with at least one year until maturity.

The returns of the indices are shown for comparative purposes. When comparing the investment returns of the manager to those of the Index, you should take into account that the manager does not necessarily hold the same securities as the index. Investors cannot directly purchase an index. Since no one investment program is suitable for all types of investors, this information is provided for informational purposes only. You should review your investment objectives, risk tolerance and liquidity needs before selecting a suitable investment program. Please carefully review the Wells Fargo Advisors advisory disclosure document for a full description of our services, including fees and expenses.

Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value