

Straight Talk on What's Possible

In discussing how you'd like to live your retirement years, we will ask you to think carefully about your requirements and your goals – as well as about the distinctions between the two. (Comfortable, reliable transportation is a requirement; a new Lexus™ every three years is a goal.)

We make sure we understand what really matters to you and where you might be willing to make some adjustments if financial realities require some tradeoffs to be made.

We believe that straight talk is invaluable to investors contemplating and planning for retirement. Therefore, we're willing to say what you might not want to hear; to point out, if need be, that what you have may not get you where you want to go as quickly as you wish.

We don't attempt to achieve an unrealistic result to win your business in the short term when we believe the results are likely to be less than satisfactory over the long term. At the same time, we will be quite clever about putting your assets to work intelligently and effectively.

As part of our analysis, we carefully review the relationships between your assets and liabilities. Where appropriate, we can develop innovative credit structures to enhance your liquidity and redeploy cash without requiring you to divest long-term assets.

The end result of these discussions is a detailed and individualized plan, a personal roadmap to retirement that spells out your requirements and goals and proposes a specific investment strategy that we believe offers a high likelihood of accomplishing them. This honest, carefully considered document becomes the foundation for everything we do for you and with you.

How We Invest Retirement Assets

Contango's objective is to make the most of your resources while remaining well within the risk boundaries we have mutually identified as appropriate – keeping in mind that the biggest risk you face is not achieving the goals you consider to be essential.

To accomplish this, we use computational modeling tools to run extensive simulations that examine the historical returns of various types of assets and indicate what future returns might be. These scenarios, which measure not only the likely outcomes but also “stress test” portfolios under extreme circumstances, form the basis for determining your retirement portfolio.

We believe that there are always interesting opportunities in the markets – assuming one knows where and how to look. We strive for realistic returns on a consistent basis. We search for returns globally, using traditional tools such as mutual funds, stocks and bonds as well as “alternative” assets such as hedge funds, private real estate pools, private equity funds and commodity funds. When intelligently selected and deployed, such alternatives have the potential to generate higher returns while assuming less risk than more conventional investments. And, as with every portfolio we manage, we quantify, monitor and manage the risks inherent in investing.

Wealth Management Services

Our comprehensive approach to wealth preservation extends beyond retirement planning. It takes into account not only your current situation and retirement plans, but any anticipated events that could materially affect your financial future. For example, should you have a business that you are considering selling, restructuring or transferring to family members, we can help you

determine the most suitable options and develop a program to implement your choice. If you anticipate additional financial responsibilities down the road – whether caring for a loved one or educating a grandchild – we can develop strategies to meet those obligations. If you'd like to earmark some of your assets for philanthropic endeavors, we can help maximize the benefits to all involved.

Ongoing Consultation

Retirement planning is not a one-time event. To be effective, investing for retirement must be a dynamic process. It must react and respond to ongoing changes in your financial circumstances, requirements and goals. It must also adapt as market opportunities – returns and risks – change. That's why your Contango wealth manager will stay in close touch with you, meeting with you as required and encouraging you to inform us as to any significant shifts in your overall situation.

Like most investment managers, we provide regular statements that show transactions in your account and the change in your portfolio's overall value. However, we go well beyond the usual pie charts and percentages. Our customized monthly statements show how well you are progressing on the course we have laid out together. If you are above or below the desired trajectory, we show by how much. We put considerable effort into making our statements as informative and understandable as possible because we believe you deserve to know not only if your portfolio has gained or lost, but also how well we are doing in accomplishing the objectives we set out to achieve for you.

While we take the management of every investor's assets seriously, we recognize that we have a special responsibility when it comes to overseeing retirement assets.

Investing for Retirement

The choices you make when investing for retirement may well be among the most important financial decisions of your life. Regardless of whether you're pleased with the results, you'll need to live with them – and live off them.

Contango's approach to helping you plan for your retirement starts with listening. We begin by learning about your plans, goals and aspirations for this period of your life. We then discuss what's really important to you and what you want your legacy to be.

We focus, of course, on your retirement time horizon and investable assets, but we also assess your current lifestyle, expenses and income, as well as evaluate upcoming financial and life events in the context of a changing economic environment.

We ask a lot of questions you might anticipate: about your current retirement plans, investment portfolio, and insurance situation. Then we take the next step: We strive to understand the level of lifestyle risk with which you're comfortable – and what concerns keep you up at night.

Our goal is to gain a comprehensive understanding of who you are and where you want to go, and then provide a detailed roadmap to help get you to where you want to go.

About Contango

Contango Capital Advisors is the wealth management division of Zions Bancorporation, providing a comprehensive array of products and strategies to wealthy individuals and their families.

For more information, please call your local Contango office at

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or visit www.contangoadvisors.com

IMPORTANT NOTE:

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Contango Capital Advisors:
INVESTING FOR RETIREMENT