



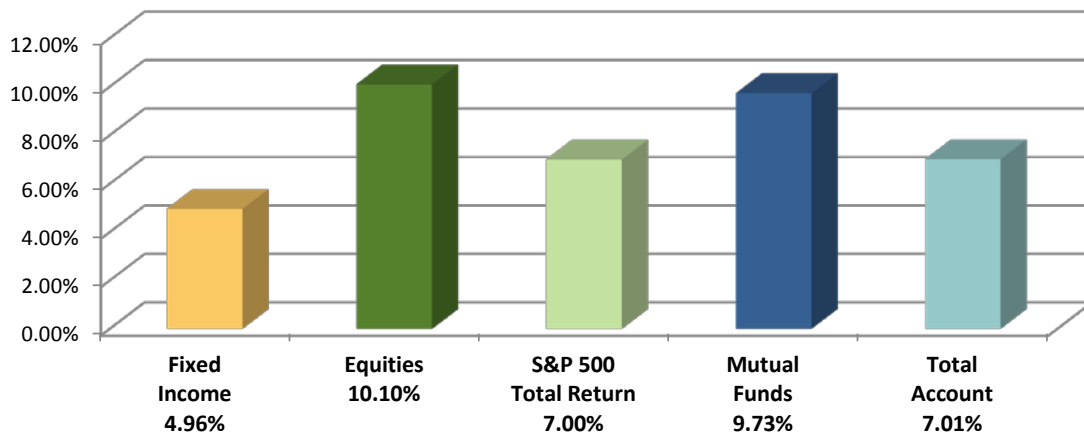
# COMPOSITE HISTORICAL PERFORMANCE

## S.E.L.E.C.T. INVESTING FOR BALANCED ACCOUNTS

*Compounded Annual Returns Net of Fees*

Time Period	Fixed Income	Equities	S&P 500 Total Return	Mutual Funds	Total Account
12-31-02 to 12-31-03	5.18%	31.97%	28.68%	24.91%	17.60%
12-31-03 to 12-31-04	3.98%	15.03%	10.88%	11.37%	9.00%
12-31-04 to 12-31-05	2.44%	6.05%	4.91%	13.39%	4.21%
12-31-05 to 12-31-06	4.23%	13.26%	15.80%	20.82%	9.72%
12-31-06 to 12-31-07	6.05%	15.27%	5.49%	14.75%	11.16%
12-31-07 to 12-31-08	1.29%	-30.78%	-37.00%	-34.25%	-19.60%
12-31-08 to 12-31-09	11.17%	26.59%	26.46%	33.85%	18.60%
12-31-09 to 12-31-10	5.00%	17.15%	15.06%	11.27%	10.76%
12-31-10 to 06-30-11	3.03%	5.01%	6.02%	2.80%	3.32%

### ANNUALIZED NET PERFORMANCE FROM 12-31-02 TO 06-30-11 Balanced Accounts (20% to 50% Fixed Income)



#### Important Consumer Disclosure

The Investors Asset Management, Inc. ("IAM") Balanced Accounts composite (the "Balanced Composite") includes all actual client accounts invested in IAM's proprietary Balanced strategy (the "Balanced Strategy") which includes not less than 20% and up to 50% fixed income securities. Fixed income and equity securities may include mutual funds. The Balanced Composite performance is limited exclusively to all actively managed IAM client accounts using the Balanced Strategy during the above stated reporting period and includes those client accounts no longer with IAM. Generally, IAM client accounts following the Balanced Strategy primarily invest in the recommended investments set forth in IAM's Select List. Some IAM client accounts in the Balanced Composite may contain investments not specifically recommended by IAM. Investing exclusively according to the Select List is not used as a criterion for investing in the Balanced Strategy or inclusion in the Balanced Composite. Some IAM client accounts following the Balanced Strategy invest in comparatively higher-risk equities than other client accounts following the Balanced Strategy and thus experience volatility of return that is characteristic with that investment style.

The Balanced Composite performance demonstrates a time-weighted internal rate of return calculated after earnings. Generally, IAM's Balanced Strategy does not include the reinvestment of dividends unless specifically requested by the client. The Balanced Composite performance results are shown net of IAM's advisory fee. Actual client accounts may incur other transactions costs such as brokerage commissions, custodial costs, and other expenses.

Past performance of the Balanced Composite is not indicative of its future performance. Moreover, the performance of a specific individual client account may vary substantially from the Balanced Composite results based on the percentage of the client's account allocated to one or more of IAM's composite portfolios. Different types of investments involve varying degrees of risk, and there can be no assurance that any specific investment will be profitable. The performance presented for the IAM Account Total represents the return of the Balanced Composite for the above stated time period. The performance presented for the IAM Account Equity represents the return of only those equity investments contained in the Balanced Composite for the above stated time period. The use of the IAM Account Equity performance is presented for comparative purposes only. Comparison of the Balanced Composite to the S&P 500 is for illustrative purposes only, and the volatility of this index may be materially different from the volatility of the Balanced Composite due to varying degrees of diversification and/or other factors. The S&P performance data in this report is from Interactive Data and includes reinvestment of dividends.