



The Trust Company and Austin, Calvert & Flavin Have Merged.

Since the inception of The Trust Company in 1997, we have always looked to Austin, Calvert & Flavin as an example of how an investment advisory business should be practiced. When the opportunity developed to combine our companies through common ownership, we knew that the cultures of the two companies were already very similar and the services offered to clients of each firm were complementary. The combined client assets of the firms total more than \$2 billion. This additional size will help to create more efficiency for both firms and will allow us to offer a broader menu of financial services to all our clients.

The partnership between The Trust Company and Austin, Calvert & Flavin is a welcome and exciting change for us as well as our clients. For both of our companies, our relationship with **you** is our most important asset, and we value the opportunity to serve you.

This partnership between The Trust Company and Austin, Calvert & Flavin sets us apart from our competitors. We are able to offer you a far greater range of investment and private banking services, as well as highly customized portfolio management. Now you will have the opportunity to maintain all your financial and investment relationships within a single organization, with superior results, right in your home town. As always, all our recommendations are what we consider to be the best for each individual client.

Together, we will continue to create and define strategies to achieve your unique goals. In collaboration and in consultation with you, we will work to develop and execute your plan by bringing together the latest investment technology, modern portfolio theory, and banking opportunities, all augmented by our collective knowledge, skills, experience, and expertise.

We look forward to working closely with all our clients, and we're excited that we now have so much more to offer! We are committed to your future by building confidence through Trust. This is a good fit and we are thrilled to share it with you!

Please contact us at **(210) 352-2410** or **(800) 387-8119** for further information.

We appreciate your business!