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## Your Legacy is at Home with Ours

### Our Firm

Hawthorn, one of the country's largest and most successful multifamily offices,\* offers truly integrated wealth management services by combining investment management with tax, financial planning and estate administration, as well as personal administrative services. Our unbiased and independent advocacy is dedicated to safeguarding wealth and aligning assets with family values, lifestyles and aspirations. We are committed to exceeding expectations, building trusting relationships and acting as experienced guides for the next generation.

### Our Unique Features

The hallmark of Hawthorn is our comprehensive, yet scalable approach. With the discipline to adhere to our investment philosophy and the flexibility to keep pace with evolving objectives, we emphasize building a relationship with you and your family that will deepen over time. From investment consulting and estate planning, to family foundations and multi-generational trusts, our family office services span a broad portfolio of financial interests. Your client service team is dedicated to constructing customized plans; providing transparent, comprehensive and customized reporting; and a robust technology platform to leverage both regional and national resources.

### Our Strengths

Establishing a lasting legacy requires a well-conceived plan. You need someone to help navigate the myriad of financial, estate and tax planning issues that will impact the ultimate success of your plan. We want to help you preserve what you have by providing you with some of the most talented and experienced advisors in the business. With a diligent focus on service and execution, Hawthorn is committed to handling the complex financial responsibilities of your wealth so you and your family can spend more time enjoying it.

\*2010 Survey results by the Family Wealth Alliance of Wheaton, Ill., a national independent organization for ultra-high-net worth investors and advisors

\*\*Information as of December 31, 2010

Hawthorn is a registered service mark of The PNC Financial Services Group, Inc. ("PNC"). Hawthorn provides investment consulting, wealth management and fiduciary services, certain FDIC-insured banking products and services and lending of funds through the PNC subsidiary, PNC Bank, National Association, which is a Member FDIC, and provides certain fiduciary and agency services through the PNC subsidiary PNC Delaware Trust Company. Hawthorn and PNC do not provide legal or accounting advice and neither provides tax advice in the absence of a specific written engagement for Hawthorn to do so.

**Investments and Insurance: Not FDIC Insured. No Bank or Federal Government Guarantee. May Lose Value.**

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### AT A GLANCE

**Highlights:** Hawthorn is ranked as the 9th largest multi-family office in the U.S., according to the 2010 survey by the Family Wealth Alliance.\* Hawthorn is a member of The PNC Financial Services Group, which was named "2010 Bank of the Year in the U.S." by *The Banker*, an international banking trade magazine published by the Financial Times.

**Year Founded:** 1991

**Clients Served:** Over 500 Relationships

**Client/Advisor Ratio:** 15:1

**Assets Under Management:** \$19.6 Billion\*\*

**Trust Assets Under Administration:** \$31.5 Billion\*\*

**Primary Services:** Wealth Strategy, Fiduciary Services, Investment Management & Consulting, Private Banking, Custody & Custom Reporting, Personal Administrative Services

### Our Typical Client

Hawthorn provides integrated wealth management to families and individuals with investable assets in excess of \$20 million and is a national wealth management practice with key offices conveniently located in Philadelphia, Pittsburgh, Baltimore, Cleveland and Wilmington, Delaware. Hawthorn clients have access to a team of professionals dedicated to helping them build, maintain and protect their wealth. The Hawthorn team works with individuals and their other advisors as needed to craft their wealth plan and execute on all facets of the plan.

### Little-known facts about our firm

Hawthorn is a member of The PNC Financial Services Group, Inc. (NYSE: PNC), a leading financial institution founded in the mid-1800s. In 1991, Hawthorn was formed as a separate business segment to serve PNC's ultra-wealthy clients by helping these individuals and families realize both immediate and multi-generational goals. The firm adopted the image of the Hawthorn tree to symbolize its strong roots in wealth management and the great protection afforded to all those who stand beneath its branches.