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# MONEY MANAGERS

As of February 2012 // Raymond James' Asset Management SMA Programs

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## EQUITY

AllianceBernstein U.S. Equity^  
Aston/Fairpointe Capital, LLC  
Aston/RiverRoad Asset Management  
Atlanta Capital Management Co., LLC  
Cambridge Financial Group, Inc.  
ClearBridge Advisors  
Columbia Management Group, LLC  
Davis Advisors#  
Delaware Investments  
Eagle Asset Management\*\*  
Eagle Boston Investment Management, Inc.\*  
EARNEST Partners, LLC  
Eaton Vance Management#  
Equity Investment Corp. (EIC)  
Estabrook Capital Management  
Federated Investment Counseling  
Goldman Sachs Asset Management^  
Gannett, Welsh & Kotler, LLC  
Janus Capital Management, LLC  
Jennison Associates, LLC  
Loomis, Sayles & Co.^  
Lord Abbett & Co.  
MFS Investment Management  
Neuberger Berman, LLC  
NWQ Investment Management Co., LLC  
RiverFront Investment Group, LLC  
Robeco Boston Partners  
Sage Advisory Services  
Snow Capital Management, L.P.  
SouthernSun Asset Management, Inc.  
Sterling Capital Management  
TCW Investment Management Co.  
Thornburg Investment Management, Inc.  
Victory Capital Management  
Wells Capital Management^  
Winslow Capital Management, Inc.  
Wood Asset Management, Inc.

## BALANCED

Eagle Asset Management\*  
Equity Investment Corp. (EIC)  
NWQ Investment Management Co., LLC  
RiverFront Investment Group, LLC  
Sage Advisory Services  
TCW Investment Management Co.  
Wood Asset Management, Inc.

## REIT

AEW  
ING CBRE Clarion

## INTERNATIONAL

Hansberger Global Investors  
JP Morgan Investment Management  
Lazard Asset Management  
MFS Investment Management  
Neuberger Berman, LLC

## GLOBAL

Lazard Asset Management  
Mainstay/Epoch Investment Partners, Inc.

## FIXED INCOME

Brandes Investment Partners, L.P.  
Eagle Asset Management\*  
Eaton Vance Management#  
Federated Investment Counseling  
Gannett, Welsh & Kotler, LLC  
Lord Abbett & Co.  
Neuberger Berman, LLC  
Nuveen Asset Management, LLC  
SMH Capital Advisors, Inc. Diversified  
Western Asset Management, Inc.

## THE RAYMOND JAMES OUTSIDE MANAGER PROGRAM

In addition, the Raymond James Outside Manager (OSM) program allows for the establishment of an operational and custodial relationship between our firm and certain managers after we have conducted initial due diligence. In addition to meeting specific guidelines for assets under management, fee structure and reporting methods, the manager must agree to certain operational procedures to enter the program. Participants in this program are not subject to our ongoing due diligence process and advisors are responsible for monitoring performance and making appropriate changes.

## CLOSED MANAGERS

*(Available for transfer only)*

- Atlanta Capital Management Co., LLC Small- and Smid-Cap
- Gannett, Welsh & Kotler, LLC Small-Cap Core
- Invesco REIT
- SMH Capital Advisors, Inc. Unrestricted
- SouthernSun Asset Management, Inc. Small-Cap
- Wentworth, Hauser & Violich, Inc.

\*Eagle is a wholly owned subsidiary of Raymond James. ^Manager on WatchList.

#Davis All-Cap, Eagle Smid Cap, and Eaton Vance Large Value on WatchList.

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**RAYMOND JAMES®**

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Additional information on these managers is available from your advisor and the managers ADV Part 2A.