



## WCMS PREFERRED VENDOR:

### Area of Expertise: Financial (Wealth Management)

Services/Products Provided: We currently have four different service offerings.

### PARSEC WEALTH MANAGEMENT:

This service includes both investment management and financial planning. Our process involves an in-depth analysis of your current financial circumstances. After discussing your long-term goals and helping determine your risk tolerance, we develop a personalized financial plan that we monitor and update annually.

### PARSEC PORTFOLIOS:

This is Parsec's investment management-only service. This service is often suited for clients that are saving and growing their portfolio to one day become a Parsec Wealth Management client. For Parsec Portfolios we use a mix of broadly diversified mutual funds, index funds and ETFs. These accounts are monitored and periodically rebalanced to the stated asset allocation.

### RETIREMENT PLANS FOR BUSINESSES (ERISA):

Our professionals will help design and implement a successful plan, manage the investments, conduct ongoing due diligence, monitor the plan and educate your employees. We can help you build the right retirement plan for your business.

### TRUST SERVICES:

This service allows you to keep your assets invested with an independent financial advisor, whether you are in need of a corporate Trustee today, or are making provisions in your will for future Trustee to manage the assets. When named as administrative Trustee, Parsec Trust will collect and distribute income, provide recordkeeping, produce required tax reporting and provide for the administration and disposition of trust assets as directed by the governing document.

**HISTORY WITH WCMS:** We focus on supporting organizations that improve the quality of life and provide access to meaningful opportunities for the general public. As such, we have long maintained a commitment to charitable giving to WCMS. We also have several employees that volunteer their time by participating on WCMS committees. We also partner with WCMS through sponsorship opportunities throughout the year.

---

---

## COMPANY HIGHLIGHTS:

Information on the company: Parsec was founded in Asheville, North Carolina, in 1980 by Chairman, Bart Boyer. The firm added a Charlotte office in 1999, the Southern Pines office in 2014 and the Tryon location in 2016. As of 12/31/2016 we manage \$2 billion in assets. We believe having well-credentialed professionals, through organizations that require continuing education, is critical to staying up-to-date with changing industry and investment climates. A variety of educational backgrounds and certifications give the firm a well-rounded body of knowledge that we use to help our clients. Our firm currently has professionals with these designations:

- o Certified Financial Planner (CFP®)
- o Juris Doctor (JD)
- o Chartered Financial Analyst (CFA)
- o Certified Trust and Financial Advisor (CTFA)
- o Accredited Investment Fiduciary (AIF®)
- o Accredited Asset Management Specialist (AAMS®)
- o Registered Paraplanner (RP®)

Parsec also gives its employees the opportunity to become owners of the firm. This distinctive structure empowers employees to take ownership of all aspects of Parsec's Service. We're all working toward the same goal here – When our clients succeed, we succeed.

**Availability:** Parsec is open Monday through Friday from 8:30AM to 5:00PM

Pricing: Minimum fee may apply

<b>BILLABLE ASSET LEVEL</b>	<b>STANDARD ANNUAL RATE</b>	<b>WCMS MEMBER DISCOUNT</b>
First \$0 - \$1,000,000	1.0%	<b>.80%</b>
Next \$1,000,001 - \$2,000,000	.80%	.80%
Next \$2,000,001 - \$20,000,000	.40%	.40%
Next \$20,000,001 - \$30,000,000	.30%	.30%
Next \$30,000,001 and above	.20%	.20%

*As a WCMS Member you can enjoy a .2% discount off your first \$1,000,000 of assets under management*

### Contact Information:

Name: Richard Manske

Title: CEO

Phone: 828-255-0271

Email: [rmanske@parsecfinancial.com](mailto:rmanske@parsecfinancial.com)

Company website url: [www.parsecfinancial.com](http://www.parsecfinancial.com)

Physical address: 6 Wall Street, Asheville, NC 28801