Remember how it used to be?

Capital Investment Companies is one of the premier independent broker-dealers in the Southeast. We offer all of the resources of a large, corporate-backed firm to support our independent reps. But it’s our personalized support that gives us that "family feel". This commitment to personal care has earned our company a loyal team of brokers and a following of investors that’s growing every day.

If you’re looking for a place you can soar past corporate red tape to individual success - as an independent rep or an investor - then you should....

Come Home to Capital
Integrity • Independence • Innovation

Visit us at www.cico.us

Or call Richard K. Bryant
800-849-5522

Securities offered through Capital Investment Group, Inc. and Capital Investment Brokerage, Inc., members FINRA and SIPC
Wall Street Smarts, Hometown Values.

For over three decades, Capital Investment Companies has grown to be one of the largest independent financial services and brokerage firms in the Southeast. We maintain only the highest degree of service, support, and courtesy to our customers and remain committed to our corporate goal — to not be the biggest, just the best.

The connection between Wall Street and Main Street.

Headquartered in Raleigh, North Carolina, Capital Investment Companies remains rooted in our southern heritage and the belief that integrity, honesty, and fairness are the means to retaining customer loyalty and achieving corporate success. We think that’s the way business should be done and it’s the way Capital Investment Companies will continue to do business. It’s our hometown values that make us who we are — a company our clients choose to grow with.

Grow With The People You Know.

Capital Investment Companies remains focused on being able to satisfy the personal and corporate financial needs of our clients. Our financial and investment services are diverse, so that we can grow as our clients' needs grow. It is our mission to anticipate our clients' needs and exceed their expectations by always looking for ways to improve our services and stay competitive within our industry.

Capital Investment Companies plans to remain a financial services firm with a regional focus. By focusing our efforts on a localized region, we’re able to offer clients the personalized and individualized support and attention upon which they have come to depend. It’s this commitment to personal care that has earned our company a loyal following of thousands of investors.
The Synergy between Opportunity and Reward.

Capital Investment Companies' story began with a chance encounter one evening at a downtown Raleigh restaurant.

Bobby Edgerton had a father who taught him how to win and the joys associated with being the best at something. He recalls a time when little league provided him with the most high-pressured experiences of his young life and often reflects on how that experience has served him well in his professional career. After graduating from Wake Forest with a BA in Business and Finance, Bobby spent two years in the Army before returning to Raleigh to stay. His passions turned from winning at tournament golf to creating innovative stock market strategies and at 42, the realist was an independent investment advisor managing over $5 million.

Richard Bryant graduated from NC State University with a BA in Business Management. After college, Richard returned home to become part of Bryant Supply, his family's successful electrical supply business in Gastonia. But his passion of one day becoming the company's president was not to be realized. Bored with working as a management trainee and anxious to experience his own success, Richard found himself moving from his hometown to start a new life in Raleigh. Over the next few years, he sought to achieve the right balance of professional success and personal fulfillment. At 24, the idealist realized his true passion and was ready to start his own brokerage company.

In 1983, the realist and the idealist met. Bobby Edgerton was mature and reserved while Richard Bryant was young and impetuous. Despite their differences, both men hit it off and formed what would be one of the largest and most successful independent investment firms in the Carolinas.
INDEPENDENT, STRAIGHTFORWARD WEALTH MANAGEMENT.

Over the last three decades, Capital Investment Companies has built a loyal following through our independence and self-determination. By avoiding the merger/acquisition lure that flooded the financial services industry over the last several years, our company has remained solid and strong – growing with our clients’ needs while never outgrowing our own capabilities.

Capital Investment Companies offers clients a full range of financial and investment services, including money management, investment brokerage, insurance and estate planning, retirement plan administration, mortgage and trust services and a community foundation. Through our Ensemble Platform, we offer a team of professionals with comprehensive services working together as one for you. We do this while still providing the one-on-one attention that makes each transaction a personal experience.

Every member of the Capital Investment Companies team is personally connected to our clients and committed to their overall satisfaction and financial success. Our brokers are experts in their field and are able to excel in an atmosphere that promotes independent and innovative thinking.

At Capital Investment Companies, we create individual investment solutions designed to meet each client’s specific financial goals. We don’t push a corporate agenda and aren’t driven by analyst recommendations. We measure our success through the success of our clients – keeping the entrepreneurial spirit alive and well. It’s this approach to independent and straightforward wealth management that has assured our continued growth and success.
WE ARE WHO YOU ARE.

Through the years, Capital Investment Companies has remained committed to the clients we serve and the communities in which we live. Our philosophy is simple: “To prove to our clients and investment representatives, every day, that picking Capital Investment Companies was the right choice.” That right choice is based on knowledgeable people, innovative approaches, hometown values, independent thinking, and a clear understanding of our clients and the financial industry.

Capital Investment Companies is indeed a reflection of our clients and the area we all call home. We live where you live and are here to help you achieve the quality of life you desire and deserve.

INTEGRITY. INDEPENDENCE. INNOVATION.

Capital Investment Companies’ investment philosophy is contrarian by nature. We avoid predicting the future and, instead, look for financially strong and undervalued securities as potential investment opportunities. Our innovative investment approaches, combined with patience and discipline, have clearly stood the test of time and helped deliver the results upon which our clients have come to depend.

Find out why Capital Investment Companies should be your choice for trusted, experienced, and sound financial management solutions. We’re ready to prove our dedication to you and invite you to experience the difference that hometown values and Wall Street smarts can make in helping you achieve your wealth management goals.

www.cico.us
Based in Raleigh, North Carolina, Capital Investment Group and Capital Investment Brokerage offer clients a management philosophy that is contrary by nature. Rather than push a corporate agenda or follow analyst recommendations, we focus on creating individual solutions designed to meet specific financial goals. Capital has built a loyal following by providing independent and straightforward wealth management solutions. It’s the way we prefer to do business, and the way we believe business should be done.

Our goal is to be able to satisfy most all of the personal and corporate financial needs of our clients. We ensure the diversity of our investment and financial services so that we can grow as our clients’ needs grow. Always looking for ways to improve our services, we believe the only true way to measure success is through the success of our clients.

For quality investment advice and financial services, contact Capital Investment Group and Capital Investment Brokerage. We’re ready to help you achieve your financial goals with trusted, experienced and comprehensive wealth management solutions.

SERVICES INCLUDE
- Common Stocks
- Preferred Stocks
- Corporate Bonds
- Options
- Unit Investment Trusts
- Mutual Funds
- Money Market Funds
- Government Securities
- Annuities
- Limited Partnerships
- Retirement Plans
- Certificates-of-Deposit
- Investment Advisory Services
- Portfolio Review
- Estate Planning
- Insurance
- Corporate Finance
We market a long-term track record in the financial markets utilizing a contrarian philosophy combined with a well-seasoned investment program. The foundation of our firm is knowledge, integrity and experience. Patience and discipline are the key components of our investment programs.

**PHILOSOPHY**

Our philosophy is contrarian by nature. We do not try to predict markets. By looking for financially strong, undervalued securities and adding patience and discipline, we pinpoint those stocks and bonds which suit our investment criteria.

We then position our portfolios for long-term holding periods, thus taking advantage of the volatile and cyclical nature of the markets. We place major emphasis on cash rich and debt free companies when selecting our positions.

Our firm’s investment equation consists of liquid assets, earning power, real estate holdings and the management of the company.

**PROGRAM**

Capital Investment Counsel, Inc. follows a very fundamental investment program which has been proven over many years. The following program was conceived by one of the company’s founders, E. O. Edgerton, Jr., and has survived the acid test in judging any investment strategy; it has demonstrated consistancy over time.

- **Reinvestment of Dividends.** Consistent reinvestment of dividends to make additional purchases can provide added performance for our clients, although this strategy can be altered to meet individual needs.

- **Tax Considerations.** Generally, all taxes on market gains are paid separately by the client, not from the portfolio. The result is unimpeded growth.

- **Savings and Premiums.** Flexibility is designed into the program permitting additional deposits on either a random (savings) or systematic (premiums) basis allowing additional growth.

- **Multiplication of Stocks and Dividends.** This is the most interesting part of the program and is a result of following the first four program steps. In cases where current holdings have increased in value, we may elect to sell the position and multiply the proceeds into two, three, or four positions at lower prices. This practice also helps to further diversify the portfolio. In some cases the dividend may even be increased.

- **Pyramiding Bonds and Interest.** High quality bonds may be purchased to complement our stock program. The interest can be utilized to buy additional securities depending upon client objectives.

By using the best research resources available, Capital Investment Counsel’s portfolio approach is best designed to preserve capital and provide above average investment performance over the long run.

Additionally, all of our clients will receive our newsletter, the CAPITAL MARKET OBSERVER, which reviews current investments and strategies, and provides general information throughout the year.
CAPITAL INVESTMENT ADVISORY SERVICES

CAPITAL INVESTMENT ADVISORY SERVICES, LLC provides a platform for those investment advisory representatives who choose to manage their own client accounts.

CIAS was created around the vision that independent financial advisors are best served when they are empowered with the capability to seamlessly integrate fee and commission-based services for their end clients.

CIAS attracts investment advisors who, if they chose to establish their own registered investment advisory firm, would normally have to deal with the complexities of multiple state registrations or those who do not have the desire to dedicate staff and resources to RIA maintenance. The association with Capital Investment Group, Inc, the broker/dealer, also gives our financial professionals the ability to offer products and services in a true hybrid business model serving clients on either a fee or commission basis.

We offer our IARs the maximum flexibility of multiple custodial partners typically associated only with RIA firm ownership. We make available a comprehensive platform of products, trading and technology systems, as well as customized wealth management and practice management solutions.

Additionally, CIAS offers top-of-the-line resources such as portfolio management and performance reporting technology, as well as professionally developed mutual fund and ETF models for those advisors who choose to focus their efforts on meeting the needs of their clients instead of continually staying on top of the analytics of account management.

CIAS advisors may pursue their own individual business models while offloading growing regulatory complexity and costs to their back office.

CIAS advisors can leverage our extensive experience in the hybrid space, and take comfort in knowing we manage the significant challenges of compliance and regulatory changes.
A full-service life insurance general agency and estate planning affiliate, Capital Insurance Affiliates offers products from over one hundred life insurance and annuity carriers.

Whether it is low-cost term insurance or permanent protection, Capital Insurance Affiliates can assure the most competitive rates from some of the most financially sound insurance companies available.

We offer fixed annuities from financially sound carriers that offer the most competitive guaranteed rates available and can tailor the investment’s duration to fit each situation.

Our estate and business analysis team can assist with plans to help business owners maintain their competitive advantage through “golden handcuff” arrangements, qualified and non-qualified plans, key person insurance and business succession planning.

Capital Insurance Affiliates is also available for those who wish to minimize their estate taxes. We can assist in reducing the estate tax burden by establishing the need for irrevocable life insurance trusts, qualified personal residence trusts, family limited partnerships and charitable remainder trusts.

From complex estate planning and tax-reduction techniques to competitive insurance and annuity products, Capital Insurance Affiliates serves each of our clients individually with their best interests in mind.
CAPITAL ADVISERS PROVIDES AN ASSET ALLOCATION PROGRAM USING NO-LOAD MUTUAL FUNDS, AND EMPLOYING STRATEGIC ASSET AND STYLE ALLOCATION TO DEVELOP AN INVESTMENT PROGRAM SPECIFICALLY SUITED TO YOUR NEEDS.

Our investment program is individually designed to fit your specific investment goals, risk tolerance and time horizon. It is a rational program based upon Capital Advisers' understanding that it is difficult, at best, to try to pick the exact times to get into or out of the market. Academic studies have shown that over 90% of a portfolio's return results from asset allocation.

Asset allocation is the process of selecting investment "classes" to include in your portfolio so that the portfolio can achieve your investment goals within your risk parameters. The process includes:

- **Defining your risk parameters.** Capital Advisers understands the importance of risk tolerance. Working with you, Capital Advisers will determine the extent of your ability to accept volatility in your portfolio.

- **Defining your investment objectives.** Capital Advisers can develop a suitable investment program only if we know why you are investing. The objectives of a qualified retirement plan are very different from those of a couple saving for retirement or someone needing retirement income.

- **Identifying appropriate asset classes.** Not all asset classes are suitable for any given portfolio. The selection of asset classes is a function of your risk tolerance and investment objectives.

Once the asset classes are established, the next step is the selection of specific mutual funds to implement the program. At this point, research and knowledge play a vital role. With over 7,000 funds from which to choose, it takes skill to choose the right funds and the best managers.

Different fund managers employ different investment styles. Some managers are "growth" oriented, some are "value" oriented, and some employ a blend of styles. The importance of style allocation is that it can further reduce portfolio volatility. Simply stated, growth investments and value investments respond differently to various market conditions.

The goal of Capital Advisers is to design and manage a portfolio specifically for you — one that will help you reach your investment objectives without subjecting your portfolio to greater volatility than is absolutely necessary.
Capital Mortgage Associates offers home and commercial financing programs exclusively through our financial consultants.

Who would know better how to find the most financially responsible and rewarding mortgage loan than a Capital financial consultant?

- The most significant investment decision you will probably ever make is the financing of your home. The cost of financing your home and its impact on your total financial plan is significant. If you are ready to buy a first or second home, or are considering refinancing, our financial consultants can help guide you through the home financing process.

- A Capital consultant can help ensure that your home financing furthers the financial goals you’ve set by planning your next mortgage and possibly assisting in an equity line strategy. It makes sense to let a financial expert work for you.

- Capital Mortgage Associates has access to many national lenders with extremely competitive rates and programs.
Capital Bank Partners offers full-service investment programs to Community Banks and their Customers.

Banking and Investments: A powerful combination.

Since 1984, Capital Investment Group, Inc. has provided a wide array of investment products and services to businesses and individuals alike. Our investment services programs for community banks enable institutions like yours to effectively bridge the gap between banking and investments for your customers. Meeting all of your customers’ financial needs in one place offers important benefits. First, it provides an easy way for customers to consolidate their banking and investment needs with an institution they trust. Second, it allows your bank to enhance and expand customer relationships while increasing fee income, cross-sell ratios and employee marketing skills.

Program Delivery and Management.

At Capital, we understand the demands placed on your management and employees by today's fast-paced and ever-changing banking environment. With that in mind, we offer a turn-key investment services program that assists you from the initial structure of the program to the recruiting and sales management of your investment representative. We are committed to providing the most comprehensive and detailed support in the industry. Your investment representative will be able to offer your customers a selection of investment products and services second to none, drawing upon state-of-the-art technology for account access and management.

Our goal is to provide you with an investment service program that is competitive with other banks, brokers and financial services providers. As a result, your customers will no longer need to look to other institutions for help in meeting their financial needs.

Sales Culture Training and Marketing Programs.

Because of its overall value to your institution, educating and training your employees is the most important aspect of our program. We provide monthly training modules that can be conducted by your own investment representatives or Capital professionals. We also give your employees the tools that they need to identify prospects - not only for investment services, but also for your traditional banking products, such as mortgages, CD's, and trust services. Capital can work with your employees to integrate and implement a "Sales and Marketing Culture" program to:

- Increase Basic Selling Skills
- Build Confidence by Role-Playing
- Identify Cross-Selling Opportunities
- Provide Feedback to Management

Begin Bridging the Gap Today.

Let us show you how to enhance customer service by “Bridging the Gap Between Banking and Investments.”
Our Ensemble Platform

Money Management  Retirement Plans
Portfolio Review  Insurance
Common Stocks  Annuities
Preferred Stocks  Estate Planning
Mutual Funds  Trust Services
Corporate Bonds  Investment Banking
Municipal Bonds  Corporate Finance
Options  Mortgages
Money Market Funds  Limited Partnerships
Certificates-of-Deposit  REITs
Government Securities  Community Foundation

100 E. Six Forks Rd.
Raleigh, NC 27609
919-831-2370
www.cico.us

Securities offered through Capital Investment Group, Inc. or Capital Investment Brokerage, Inc.
The Ensemble Platform

Tactical Asset Allocation
CAPITAL ADVISORS, INC

Value
CAPITAL INVESTMENT COUNSEL, INC

Growth
CAPITAL INVESTMENT COUNSEL, INC

Do It Yourself
CAPITAL INVESTMENT ADVISORY SERVICES
INTEGRITY • INDEPENDENCE • INNOVATION

The Ensemble Platform

Trust Services
BNY MELLON PERSHING

Charity
CAPITAL INVESTMENT COMPANIES®

Estate Planning
CAPITAL INSURANCE AFFILIATES

Capital's Ensemble Platform provides a team of professionals with services acting as a whole... for you!
CIAS is intent on providing its advisors with a wide-ranging ensemble of tools, beginning-to-end services and a team of professionals to adapt to the ever growing needs of their clients. In order to offer our Investment Advisory Representatives (IARs) maximum flexibility we make available a comprehensive platform of investment products, trading and technology systems, as well as customized wealth and practice management solutions.

**MULTIPLE INVESTMENT MANAGEMENT OPTIONS**

- Standard CIAS Models
- Customized Models for each Advisor's Unique Approach
- Locking of Positions and Building Portfolios around those Securities

**CLIENT ONBOARDING WITH CIAS'S CONCIERGE SERVICE**

- Proposal generation for advisor with a 1 page Client Information Gathering Page.
- We prepare the paperwork. Once signed docs are returned, CIAS opens the account(s).
- CIAS handles all custodian communications while you and your client have online access.

**HAVE IT YOUR WAY WITH A TEAM OF PROFESSIONALS**

- On-going Practice Management Help
- Use of Low Cost Investment Vehicles
- Tactical, Institutional Money Management
- Investment Team Assistance with Reviews/Events

**MULTIPLE CUSTODIAL RELATIONSHIPS**

- Pershing
- Ameritrade Institutional
- Charles Schwab Institutional

**BACK OFFICE SUPPORT FROM OUR CIAS TEAM**

- White Labeled Mailings
- Online Risk Rating
- Consolidated Performance Reporting
- Advanced Analytics
- Financial Plans

**REVIEW & MAINTENANCE**

- Pre-Approved & White Labeled Weekly Market Commentary
- Pre-Approved & White Labeled Quarterly Newsletters
- Bloomberg Terminal Research Reports

For Financial Professional Use Only
PRODUCTS & SERVICES
Offered Through
CAPITAL INVESTMENT
Companies:

Money Management
Common Stocks
Preferred Stocks
Mutual Funds
Corporate Bonds
Municipal Bonds
Options
Money Market Funds
Certificates-of-Deposit
Government Securities
Retirement Plans
Insurance
Annuities
Estate Planning
Trust Services
Investment Banking
Corporate Finance
Mortgages
Limited Partnerships
REITs
Portfolio Review
Community Foundation

HAVE A
NON-STRESSFUL
Relationship
with
your
MONEY.

100 E. Six Forks Road, Raleigh, NC 27609
919-831-2370
www.cico.us
Grow With The People You Know.

Founded in 1984, Capital Investment Companies is a personalized, regional investment firm based on the principles of common sense investing and customer satisfaction. Through our Ensemble Platform, we offer vast resources and experience to help you manage your money, your way, on your terms. Understanding risk compliments our solutions based approach as the goal is for you to “have a non-stressful relationship with your money.”

Capital Investment Group, Inc.
Capital Investment Brokerage, Inc.
- Two full-service, independent brokerage firms.
- Provide a full range of investment selections and services including stocks, bonds, and mutual funds to individual clients, as well as financial consultants and other financial institutions.

Capital Investment Counsel, Inc.
- A money management firm that seeks to invest in financially strong, undervalued individual securities selling at or near annual or historical lows.
- Our “5 Point” Investment Philosophy also features tax advantaged investing. (Multiplication of Stocks and Dividends.)
- Offers both growth, growth & income, and balanced accounts.

Come Home To Capital.

Capital Investment Advisory Services, LLC
- Comprehensive wealth management providing you with unbiased and unrestricted advice.
- Offers flexibility and a wide range of investment selections through a comprehensive platform of custodians and brokerage firms.

Capital Advisers, Inc.
- Employs a strategic asset and style allocation primarily using no-load and load mutual funds at NAV as well as ETFs.
- Develops investment programs specifically tailored to your needs.

Capital Insurance Affiliates
- Specializes in personal and corporate insurance as well as comprehensive estate and legacy planning.
- Provides advice on a variety of trust platforms for optimal tax and estate planning strategies.
- Offers health and property & casualty insurance.

The Capital Foundation
- Through Renaissance Charitable Foundation, Inc. — a tax-exempt public charity allowing donors to make cash or appreciated asset contributions.
- Addresses your individual charitable concerns, while taking financial advantage of a tax-exempt status.

Capital’s Trust Services
- Through our industry alliances, we provide you a comprehensive range of trust services.
- Provides complete fiduciary duties from a single source, while not compromising our investment advice.

Independent, Straightforward Wealth Management.

Over the last 3 decades, Capital Investment Companies has avoided the merger craze. While our stability is commendable, Integrity, Independence and Innovation remain our hallmarks. Our Ensemble Platform provides a team of professionals with services acting as a whole . . . for you! Consolidation gives you the freedom to simplify your life.

Capital Mortgage Associates, LLC
- Specializes in residential and commercial financing.
- Works through our financial consultants to help further your financial goals.

Capital Bank Partners
- Provides full-service investment programs to community banks and their customers.
- Allows customers to consolidate their banking and investment needs.
Capital Investment Companies has built a reputation for Integrity, Independence, and Innovation since 1984.

INDEPENDENT SPIRIT
Capital Investment Companies also values independence in the financial advisors it works with. "All of our financial advisors are independent," says Bryant. "We work with mature advisors who are self-starters and want to build their own businesses. While we provide the infrastructure that allows them to grow, they have control."

Being independent also allows advisors to provide clients a high level of attention. Some companies will only provide individualized service to clients with accounts over $250,000; those with less are serviced by a call center. "Many of our customers have under $250,000," says Bryant. "We are proud to individually serve the middle market as well as higher net worth individuals."

SOLUTIONS FOR SUCCESS
Within the Ensemble Platform's family of registered investment advisors, there are several approaches to investing. Capital Investment Counsel, for example, focuses on value-oriented stocks, buying them at the right time and holding for the long term. On the other hand, Capital Advisers enjoys success buying a range of no-load funds, ETFs, and privately managed assets. And Capital Investment Advisory Services allows for a unique combination of both approaches. "At the end of the day, it's based on integrity, and it's based on meeting customer needs," says Brooks. "We think that's the way of the future."

Capital Investment Companies is located at
100 East Six Forks Road, Suite 200, in Raleigh, NC.

For more information, call
919-831-2370 or visit capital-invest.com.
Focus shines on employees and clients

For more than three decades, Capital Investment Companies has grown to be one of the largest independent financial services and brokerage firms in the Southeast. It strives to maintain the highest degree of service and support to its customers and remain committed to its corporate goal—to not be the biggest, just the best.

The company’s Ensemble Platform offers diverse financial and investment services, allowing the firm to grow as its clients’ needs grow. Capital Investment Companies’ latest innovative concept is the Carolinas Index—an Equal Weighted Index comprised of the 75 largest companies in North and South Carolina. The Index focuses on providing a useful analytical tool for investors and analysts and is featured in the monthly edition of Business North Carolina.

Capital Investment Companies remains rooted in its southern heritage and the belief that integrity, independence and innovation are the means to retaining customer loyalty and achieving corporate success. The employees think it is the way business should be done, and will continue to be done.

The Employees

Capital Investment Companies has proudly served the Carolinas and beyond for 34 years. Headquartered in Raleigh, Capital strives to hire employees from local universities and colleges—N.C. State, Carolina, Duke and Meredith just to name a few. Working closely with local higher education connections enables Capital to have strong and loyal ties to the community. Through the Capital Cares campaign, employees are encouraged to support several charities throughout the year including Toys for Tots, the American Red Cross, Boy Scouts of America, Habitat for Humanity and Team Chris Combs/Project ALS.

Capital Investment Companies encourages its employees to spend time together outside of the office with scheduled corporate events such as the annual corporate retreat to Myrtle Beach. Employees are recognized several times during the year with employee appreciation events, catered lunches and quarterly massages. Capital Investment Companies employee, Robin VanBurik says “When I started working at Capital, I found the employees to be happy and welcoming. After being employed for a brief time, I already feel like part of the family.” Capital embodies an environment of inclusion and fun, believing that a happy employee aids in productivity.

Capital is fortunate to retain loyal employees for many years. The average employee tenure is 12 years. Many of the employees have been with Capital for over 16 years, creating a family-style environment. “We have a remarkable work atmosphere where employees and management care about each other. Our team is close and we work well together to make Capital Investment Companies a stand out in the field of financial services” commented Keri Eddins a 20-year employee.

The Mission

Capital Investment Companies remains committed to satisfying the personal and corporate financial needs of their clients. Their mission is to provide the highest level of financial advice through understanding individual need and utilizing leading edge technology so that their clients and employees recognize each day that partnering with Capital was the right choice.

It is a commitment to personal care that has earned the company the privilege of working with thousands of investors who have entrusted their financial futures to Capital Investment Companies.

Securities offered through Capital Investment Group, Inc. and Capital Investment Brokerage, Inc., Members FINRA/SIPC.
Capital Investment Companies

Congratulations on your commitment to establishing an engaging workplace that ensures the success of both the organization and the individual.
Capital Investment Companies Expands across the Southeast

Business Wire November 28, 2016

RALEIGH, N.C.--(BUSINESS WIRE)--

Capital Investment Companies, one of the largest independent financial services and brokerage firms in the Southeastern United States, has expanded their footprint into Savannah, Ga., with the addition of Brouillette & Cowan, Inc. and Financial Architects of the Low Country, LLC.

“It’s invigorating to see the firm continuing to expand with new talent,” said Ben Brooks, President of Capital Investment Companies. “In the last decade, we have seen many independent broker-dealers change hands, reduce staff and even dissolve. We’re proud to continue offering registered representatives the comfortable, supportive ‘family’ feel that nearly 200 advisors, in 16 states, enjoy at Capital. We have the right team, a strong advisory platform and a brand that should enable us to become a dominant regional player in the years to come.”

Brouillette & Cowan, Inc. is comprised of independent representatives Jason Cowan and Marianne Brouillette. Cowan and Brouillette have a combined 25 years of experience in the financial services industry. Brouillette & Cowan, Inc. proudly provide personalized financial solutions to the clients they serve, with the goal of creating and preserving wealth while maximizing tax savings.

“Once we decided that we were going to change broker/dealers, we knew that we wanted to find a firm with a long-term history of supporting truly independent financial advisors and one that focused on the quality of advisors instead of quantity of advisors. Capital Investment Companies’ corporate goal is: ‘to not be the biggest, just the best’ and from our experience thus far, they have met that goal and have provided us with the highest degree of service, support, and courtesy we have ever experienced. We are proud to be a part of the Capital family and we look forward to all the new benefits our association with them will provide to us as well as our clients,” says Jason Cowan.

Hugh F. Hale, III, founder and President of Financial Architects of the Low Country, LLC has also joined Capital Investment Companies. With deep roots in utilizing insurance as a planning and income tool, Financial Architects has grown to expand its offering to both business owners and individual families. Their ingenuity and creativity has allowed them to bring specialized vehicles to protect and grow assets in the most tax advantaged ways possible and reduce the tax liabilities of their clients.

“Our firm has grown over the last 4 years and we needed a broker/dealer that could grow with us and provide the platform to serve the complex needs of our clients,” said Hugh Hale,
President of Financial Architects of the Low Country, LLC. “Our clients’ needs range from life insurance, to investment planning for families, to captive insurance for business owners. We treat our clients as family and the service and culture of Capital Investment Companies is the perfect fit for our corporate culture.”

**About Capital Investment Companies**  
*Capital Investment Companies is comprised of Capital Investment Brokerage, Inc. and Capital Investment Group, Inc., registered broker/dealers (Members FINRA/SIPC), Capital Investment Counsel, Inc. and Capital Investment Advisory Services, LLC (two SEC registered investment advisory firms) and their affiliates. Capital Investment Companies ([www.cico.us](http://www.cico.us)) is one of the largest independent financial services and brokerage organizations in the Southeastern United States.*  
*Headquartered in Raleigh, N.C., the firm offers a wide variety of financial services including: traditional investment brokerage, money management, mutual fund management, insurance services, estate planning, retirement plans, trust services, mortgage services, and a community foundation. They offer their services to individuals, corporations, and the CPA and banking community.*

View source version on businesswire.com:
A monthly snapshot of North Carolina’s economy

**EMPLOYMENT**

- **Employed:** May 2015 4.48m, May 2016 4.62m (3.1%)
- **Civilian Labor Force:** May 2015 4.75m, May 2016 4.87m (2.4%)
- **Unemployed:** May 2015 275,822, May 2016 250,544 (9.1%)

**CAROLINAS INDEX**
The Carolinas Index is an Equal Weighted Index composed of the 75 largest companies in the Carolinas based on market value.

**TAXABLE RETAIL SALES (MILLION)**

<table>
<thead>
<tr>
<th>May 16</th>
<th>May 15</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mecklenburg</td>
<td>$1,677.0</td>
<td>$1,545.0</td>
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<tr>
<td>Wake</td>
<td>1,235.1</td>
<td>1,144.0</td>
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<tr>
<td>Guilford</td>
<td>588.4</td>
<td>564.0</td>
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<td>Durham</td>
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<td>Iredell</td>
<td>186.6</td>
<td>164.7</td>
</tr>
</tbody>
</table>

**TOTAL RETAIL SALES** $10.9 BILLION

**RESIDENTIAL BUILDING PERMIT VALUATIONS (MILLION)**

<table>
<thead>
<tr>
<th>(year to date)</th>
<th>May 16</th>
<th>May 15</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asheville</td>
<td>$187.5</td>
<td>$164.3</td>
<td>14.1%</td>
</tr>
<tr>
<td>Charlotte-Concord-Gastonia</td>
<td>1,446.1</td>
<td>1,427.6</td>
<td>1.3%</td>
</tr>
<tr>
<td>Durham-Chapel Hill</td>
<td>369.6</td>
<td>254.5</td>
<td>45.2%</td>
</tr>
<tr>
<td>Fayetteville</td>
<td>77.8</td>
<td>85.0</td>
<td>(8.5%)</td>
</tr>
<tr>
<td>Greensboro-High Point</td>
<td>248.1</td>
<td>175.3</td>
<td>41.6%</td>
</tr>
<tr>
<td>Raleigh</td>
<td>948.7</td>
<td>870.3</td>
<td>9.0%</td>
</tr>
<tr>
<td>Wilmington</td>
<td>153.1</td>
<td>111.5</td>
<td>37.3%</td>
</tr>
<tr>
<td>Winston-Salem</td>
<td>94.4</td>
<td>92.3</td>
<td>2.3%</td>
</tr>
</tbody>
</table>

Source: N.C. Department of Commerce, Labor & Economic Analysis Division; National Association of Home Builders; N.C. Department of Revenue, May tax collections based on April sales

Source: N.C. Department of Commerce, May 2016

Source: Census Bureau
WHY CAPITAL????

✓ Wouldn't you like to be with a firm where you really matter?
✓ A stable firm with the same management team in place for decades.
✓ One with a long-term clearing relationship who is also compliance friendly.
✓ A firm that can claim the "sundown rule", solving problems in a hurry.
✓ One that you know who to call when you need something.
✓ A firm that is a “community” with a strong sense of camaraderie.
✓ One that gives you the flexibility and freedom to control your own destiny.
✓ This firm is Capital Investment Companies, where Integrity, Independence, and Innovation are alive and well!

NEED MORE REASONS????

✓ A service & support base that is second to none.
✓ Strategic alliances with banks, credit unions, and other professionals.
✓ A customized, tailor-made program to provide on-going support resources and best practices training.
✓ Flexible advisory services platform with comprehensive product offerings and a choice of 3 clearing platforms.
✓ A dedicated and experienced back office to ensure smooth and seamless transitions.
✓ And a tailored compensation plan with you in mind.

WHY NOT CAPITAL????!!!!!
39 REASONS WHY YOU SHOULD PICK CAPITAL INVESTMENT COMPANIES AS YOUR NEXT BROKER/DEALER...

1. High commission payouts with minimum break points.
2. Trail commissions paid on all applicable mutual funds.
3. Comprehensive, reasonably priced, E & O insurance with a Deductible Reinsurance Policy.
4. Comprehensive insurance and estate planning services with high payouts.
5. Ample alternative investment product list.
6. Efficient, fast, trading and clearing services provided by Pershing.
7. Professional, courteous home office staff resulting in minimal problems and quick solutions.
8. You determine customer commission rates, from discount to full-service.
9. Comparatively low clearing charges from Pershing.
10. Complete equity and fixed income trading services through Pershing.
11. $100 million of customer brokerage account protection with Pershing.
12. Paperless and e-signature capabilities through Pershing.
15. Cash Management Accounts (CMA’s) and FREE checking services at Pershing.
16. Easy to understand monthly customer brokerage account statements.
17. Inexpensive, self-directed IRA’s at Pershing.
18. Proven cost cutting measures when starting up your own branch.
19. Signature guarantee capabilities for qualified branch managers.
20. Annual compliance meetings.
21. Monthly sales calls concentrating on sales and marketing.
22. Revitalizing national sales conferences with Continuing Education.
23. Annual production awards/recognition for top sales representatives.
24. “In-the-field” sales training and assistance.
25. Assistance with practice management.
26. Seminars for brokers to expand their business.
27. Social media outlets & training to keep your name in front of your peers and customers.
28. Informative monthly newsletters and research from CIG and Pershing.
29. In-house professional due diligence supplemented by outside counsel.
30. Home or branch office training classes for your support staff.
31. Fast service on your securities license transfer if eligible for “TAT”.
32. 48-hour turn-around on compliance approval for seminars, radio shows, articles.
33. 24-hour compliance approval on business cards, stationary, and signs.
34. Portfolio monitoring, risk or asset allocation reports, practice management, financial planning and portfolio performance reports via your computer.
35. Internet access to Pershing for all “back office” needs.
36. Account aggregation tools from industry leaders.
37. Comprehensive web site that describes all aspects of Capital Investment Companies.
38. Money Management programs offering various national recognized managers.

39. **The Ensemble Platform** which is comprised of eight different companies/divisions to cross-market and grow your business.

- **Capital Investment Counsel** – a nationally recognized money management firm based on a value oriented contrarian philosophy with liberal fee sharing arrangements.
- **Capital Insurance Affiliates** – a full service insurance division with estate planning expertise.
- **Capital Advisers** – an asset allocation program using no-load mutual funds, load funds at NAV, ETF’s and Separate Account Managers.
- **Capital Mortgage Associates** – helps your clients finance or refinance their homes.
- **The Capital Foundation** – an organization that addresses individual charitable concerns while enjoying financial advantages of tax-exempt status.
- **Capital Investment Advisory Services** – Comprehensive “rep-as-manager” platform with low-priced models to meet your clients’ needs.
- **Capital’s Trust Services** – fiduciary services from a single source to meet any of your clients’ estate planning needs.
- **Capital Bank Partners** – we help “bridge-the-gap” between banking and investments for our banks’ customers.
Reasons to Affiliate with a Broker/Dealer

Registered Investment Advisors receive many benefits from affiliating with a B/D, which more than compensates for the affiliation fees. The current regulatory environment has brought the value of affiliating with a B/D to the forefront. In fact, many RIA firms are realizing that affiliation with a B/D is a must to be competitive in the diversified and complicated world of investing. More than ever, RIA firms are viewing the B/D is an extra insurance policy for their business.

The Benefits are Many:

1. **Shared Liability and Backing** - Both share in the costs associated with the client complaints. Usually the B/D's E&O coverage covers complaints. B/Ds can offer more thorough compliance.

2. **The Ability to Maximize Firm Revenue** - More business opportunities, including mutual fund trails, variable annuities, and alternative investments to name a few.

3. **Value Proposition** - Quality B/Ds can give RIA firms institutional access to investments that they often can't get on their own without spending inordinate amounts of money. One also can't forget the management tools, marketing assistance, technology platforms, peer group functions and other intangibles that B/Ds provide.

Broker/Dealer Costs:

1. **Liability** - Ultimately, B/Ds have responsibility for the Registered Investment Advisory firm's fee-based and commission business. Customer complaints are handled at the B/D level, so the Advisor is not alone - **significant**, especially if you are with an Advisor friendly B/D.

2. **Technology for Supervision** - Quality supervision of transactions to protect Advisors requires significant technology investments.

3. **Extra Staff** - In addition to costs incurred for supervision, B/Ds absorb the costs, provide ancillary services, including marketing, practice management, and information technology, operations, etc. Advisors may benefit significantly from having this support rather than being on their own.

In conclusion, though many Advisors look at an RIA only structure as a means to maximize revenue and avoid extra regulation, an affiliation with the right B/D has a value -- offers a wealth of benefit and protection. It can give you the best of both worlds for those who value the partnership.
A Different Perspective

Hey bud. I was talking to Joanne McCranie with Met Life yesterday and she said you all were having your annual Myrtle Beach meeting this week. I instantly yearned to be there. I just wanted to send you a serious email for once. I only spent a couple years at Capital and we accomplished some great things together. I just wanted to share some perspective now from a bohemoth's (Wells Fargo) perspective. The industry has gone through some of the roughest seas any of us could imagine. It has been a difficult year to say the least. All the "major" firms have been through and are going through a big churn. FA's are jumping ship for all the wrong reasons and it is evident there is no ownership there or loyalty. As I look back at my days at Capital the one overriding thing I remember is a sense of family. I know you call it the Capital family but that really is what it is, a family. At Capital you can truly build a business. You are surrounded by people who have a sense of family and ownership in something great. I remember that Buffett song, One Particular Harbor. To me that song is about home. In this economic and financial storm we have been in the past couple years, the FA's at Capital should be glad they have a safe harbor and a home at Capital!!! Have a great celebration in Myrtle Beach!!

Your Friend, Steve
A Former Channel President’s view on the Changing Landscape

by Steve McKenzie, Capital Investment Companies

Former Channel President, Steve McKenzie, discusses why the benefits of independence can outweigh the short term pain of moving. He recently shared some views with AdvisorHub on the differences between the retail and independent channels and the benefits he sees for Financial Advisors who make the switch.

**Employee versus Ownership, A paradigm shift.**

Although there are ways to build wealth within a traditional wirehouse, the allure of truly owning your practice and being the captain of your future is one of the main reasons advisors make the move to independence. The clients are dealing with you, the advisor, not the firm, we all know that. I see a real shift in the mindset of advisors when they become an owner. They are rejuvenated and feel like they did years ago when they first made the decision to become a financial advisor. We all know that moving into a straight commission job is scary and exciting all at the same time, we all felt that, but it was great, and it was fun. But over the years as you build your book, through your own efforts, that feeling of excitement and the “sky’s the limit” can wane as the aggravations of comp cuts, increases in compliance and operational requirements, dealing with management and company changes, etc., all create this feeling of, do I really own what I have built? Do I really have control over the direction of my practice? Am I building Wealth in my practice? For many advisors that answer is not exactly. They discover that they are generating a nice income but that they do not have control over a lot of the direction OR the income/wealth creation from their efforts. And they have lost the fire and the motivation they once felt of building something unique and they end up letting their practices run them due to the cumbersome requirements of a large wire house firm. There is Wealth building opportunities through things like deferred comp but most come with strings attached are required “best practices” to earn it. It is amazing to see the difference when you see an advisor walk into their own office, with their own furniture, their own team, their own name on the door, and the ability to take this into whatever direction they want with no limits. Not only are they an owner, they are now a client, and will be treated as such, not an employee.
asked to fall in line and do what is best for the company. Creativity begins to surge!! New ideas, new ways of building and growing emerge, and they begin to have fun again. AND they own this and what it is worth! As the practice grows, their income grows and so does their individual wealth. So many advisors say “I wish I had done this years ago”.

**Other Freedoms:**

Not only does the structure change and your ability to control it, there are other benefits. Being with an independent institution can have positive differences due to their ability to be nimble and change quickly as the industry and client needs change. This is obviously a short list but this is what I hear from advisors:

Investment choices: Investments like limited partnership offerings, ALT’s, smaller fund managers with unique specialties and lower client ratios, no pay-to-play, no haircuts on products like annuities and funds, etc.

Team and Succession: There is no one way or the highway when you own your practice, you own the highway!! There are not as many corporate rules around hiring when it comes to your staff or adding team members and other advisors. You can customize everything including how you transition out of your practice, whether that be to family members, friends, or another outside advisor.

Schedule: A month in Bali, no worries. You decide how your practice is covered during your absence. The ability to build synergies between your team helps you build in a very important aspect into your practice.......Your life and the ability to balance work and leisure.

**Access:**

Have you ever been so frustrated about an issue that you felt like picking up the phone and calling the top of the house. Good luck at a National firm. You may get him or her, but you will quickly be passed on to somebody who can “more effectively” handle the issue. Then there are layers upon layers of middle management and layers upon layers of operational staff and teams, that are dealing with thousands of advisors and they simply do not have the bandwidth to take ownership of your problem and get it solved. And sadly at the end of the issue the answer is “that is the way it’s done here, there is nothing we can do about it”. Again, at an independent firm, YOU are the client, and there is much more access to senior leadership who have the ability to think a little more like an entrepreneur and get things done more quickly. The answer still may be a compromise but you get to resolutions more quickly and with more options.
Final Thoughts:

I have always loved this business for many reasons. Mainly for what we help our clients accomplish in their lives and for their families. But I also love this business for the career it provides. Independence is growing at a rapid pace. Advisors want to run their own show and the benefits greatly outweigh the short term pain of moving. You feel like you own your client relationships. Many advisors are deciding to take their practices to a place that feels the same way........the Independent Channel.

Steve McKenzie is a 35 year veteran of the Financial Services industry. Steve has seen the industry from just about every angle. Starting as a rookie FA at Merrill Lynch in West Virginia in 1986, Steve moved from the retail side of the industry to the bank side in the early 90’s when banks were trying to figure out selling investments to their customers. He moved into management with Wells Fargo and rose through the ranks from a regional sales manager for Eastern NC, to running the Midwest and finally helping to form what is now the Private Wealth Financial Advisor Group where he was President for the Eastern US. Steve has recently decided to follow industry trends and relocate inside of a Hybrid Independent RIA firm, Capital Investment Companies in Raleigh NC.
WHY AN INDEPENDENT FINANCIAL ADVISOR?

BECAUSE... YOUR INDEPENDENT FINANCIAL ADVISOR IS A MEMBER OF YOUR COMMUNITY.

THERE'S VALUE IN INDEPENDENCE.

OBJECTIVE FINANCIAL ADVICE.

AFFORDABLE.

NO SALES QUOTAS
NO FORCED PROPRIETARY PRODUCTS
NO EXTRA COMPENSATION FOR SALES

ADVICE THAT'S TOTALLY FOR YOU.

THE INDEPENDENT FINANCIAL ADVISOR'S REPUTATION IS ALL ABOUT YOUR SUCCESS.

ALL ABOUT SUCCESS.

WHATEVER YOUR GOALS.

PLAN FOR RETIREMENT CARE FOR AGING PARENTS PAY FOR YOUR CHILDREN'S EDUCATION

IT'S ALWAYS ABOUT YOUR DREAMS.

YOUR INDEPENDENT FINANCIAL ADVISOR

Taking your entire life into account and help you take care of today and plan for tomorrow in a way that makes sense. ...FOR YOU.

LET'S GET STARTED.

Sponsored by FSI
...advocating for YOUR access to affordable, unbiased financial advice to help hard-working Americans like you.
**First Year Fees** | **Annually Thereafter**
---|---
FINRA Registration | $100.00 | $0.00
FINRA Processing Fee | $0.00 | $45.00
Fingerprint Card Processing | $45.00 | $0.00
E&O Insurance* | $3,720.00 | $3,720.00
CIC Admin/Compliance Fee* | $1,476.00 | $1,476.00
Branch Registration Fee | $95.00 | $195.00
Continuing Education | $233.00 | $233.00
State Fees (Avg $75 each for 3 states) | $225.00 | $225.00
FSI Membership | $179.00 | $179.00
CIC Technology Fee*** | $1,800.00 | $1,800.00
Capital Email Account | Free | Free

Total: $7,873.00 | $7,873.00

*E&O is charged monthly at $310  
**CIC Admin/Compliance Fee is charged monthly at $123  
***CIC Technology Fee is charged monthly at $150

Additional E&O for Investment Professionals that sell alternatives $100 per month ($410 total)

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**Optional Technology/Services**

- MarketQ/NetX Quotes $150/month
- Redtail (CRM) $60/month
- MoneyGuide Pro $995/year
- DST Vision FREE
- DST Vision Pro $37/month
- LaserApp $37/month
- MarketingPro $15/month Standard Library or $40/month Pro
- MessageWatcher (Social Media) $25/month per account
Broker Dealer Protocol

Capital Investment Group, Inc. and Capital Investment Brokerage, Inc. are members of the The Protocol for Broker Recruiting. The principal goal of the protocol is to further clients' privacy and freedom of choice as advisors move between firms. If a departing advisor follows the protocol, neither the advisor nor the new firm has any monetary or other liability. However, the protocol does not bar the prior firm from bringing a claim for raiding. The protocol is to be implemented and adhered to in good faith.

The protocol does not require perfection but rather "good faith" compliance.

As a protocol member, am I permitted to take notes or files from my current clients to my new employer?

The law is fairly clear that a departing advisor should not bring any customer information to a new employer. Typically, customer information is considered confidential and proprietary to the employer. Therefore, a departing advisor copying information about clients will be subject to the return of that information and may provoke litigation. Additionally, the departing advisor may need to purge computers and sign an affidavit stating he isn't taking confidential or proprietary information.

What liability can I have under the broker protocol?

When followed appropriately, the protocol acts as a waiver against liability for a financial or investment advisor who leaves the employment of one firm and solicits former customers to transfer their brokerage accounts to the new firm—assuming the new employer also is a member of the protocol. The exception to this general provision applies to claims of "raiding" between protocol firms. Raiding claims are not waived by the protocol.
What can I do under the broker protocol?

You can take the following information regarding the accounts you serviced at your “old” firm:

- Client name
- Client address
- Client phone number
- Client e-mail address
- Client account name

What can't I do under the protocol?

I'd recommend that you:

- Don't deliver your resignation orally.
- Don't take any customer information not specified above (especially Social Security or account numbers).
- Don't forget to include account numbers in the customer information list you leave behind.
- Don't forget to give the customer information list to your old branch management at the exact same time you deliver your resignation letter.
- Don't be overgenerous with yourself on accounts you share with others. This is particularly important if you were working in partnership with another advisor.
- Don't pre-solicit accounts before you resign.
- Don't take any information about accounts you did not directly service.
- Don't take copies of holding pages, monthly statements, or any other client documents not specified above.
What else should I do?

Resign in writing to your local branch management.

Along with your resignation letter, give your local branch management a copy of the client information you are taking with you. This is particularly: The information you leave with branch management will include account numbers (with matching account names) of all the accounts you serviced. However, you are not permitted to retain a copy of this information.

Use good faith when compiling the list of clients you serviced, and consult with an attorney to answer your questions.
CAPITAL INVESTMENT COMPANIES

Capital Investment Group, Inc.
Capital Investment Brokerage, Inc.
Two Independent, Full Service Investment Brokerage Firms
Contact Richard Bryant 919-831-2370 x136

Capital’s Wealth Management Services
A Service Designed to Provide Wealth Management Solutions to Our Clients Utilizing Capital’s Vast Product and Service Offerings
Contact Ben Brooks 919-831-2370 x129

Capital Insurance Affiliates
Estate and Business Planning
Contact Bill Nicholson 919-831-2370 x131
Personal, Group, and Long Term Care
Contact Alan Long 919-831-2370 x137

Capital Investment Counsel, Inc.
Money Management Firm, Equity & Balanced Accounts
“Contrarian” Investment Philosophy
Contact Kurt Dressler 919-831-2370 x138

Capital Advisers, Inc.
Comprehensive Asset Allocation and Portfolio Management for Individual and Institutional Investors
Contact Steven Blair Wilson 919-865-1930

Capital Investment Advisory Services, LLC
Contact Tess Ramby 919-831-2370 x134

Capital’s Trust Services
Provides Complete Fiduciary Duties
Contact Bill Nicholson 919-831-2370 x131

The Capital Foundation
Tax-Exempt Foundation
Contact Bill Nicholson 919-831-2370 x131

Retirement Plan Services
Retirement Plan Administration
Contact Tess Ramby 919-831-2370 x134

Capital Bank Partners
Investment Programs for Community Banks
Contact Richard Bryant 919-831-2370 x136

Capital Mortgage Associates, LLC
Mortgage Financing and Re-Financing
Contact Rick Joyner 919-870-8107

100 East Six Forks Rd, Suite 200, Raleigh, NC 27609