



<< DEBORAH THOMAS PRESIDENT, SILVER OAK ADVISORY GROUP

"MY INVESTMENT PHILOSOPHY IS very boring," said Deborah Thomas. "Broad diversification is key."

Thomas is a fee-only financial advisor, which means she neither sells products nor receives commissions. This distinction is intended to make her advice to her clients as impartial as possible.

It is that impartiality that leads

John Abrahamson of Sigma Investment Management Co. to refer his clients needing financial planning to Thomas.

"We were looking for someone to whom we would feel confident referring our clients," Abrahamson said. "We quickly discovered it was a very short list. Since Deborah doesn't sell product we were confident we could refer our clients to her and they would get good service."

Thomas primarily has individuals as clients and most come for financial planning, she said.

"Probably only about one in five stay for portfolio management," Thomas said. "We are non-discretionary managers; we talk to our clients before we make any moves. I have my biases but I definitely try to give clients the whole picture."

SHOULD OUR POSITION BE DEFENSIVE OR AGGRESSIVE?

Should we go into bonds or equities?

"We are thinking about those questions all the time," Robert Unger said. "We have to be all things to all people. We need to decide when it's appropriate to invest in large or small companies, cyclical or growth stocks, foreign or domestic investments. Most people aren't prepared to make those decisions themselves."

Unger has been in the investment business since 1971 and managing money since 1974 and he currently manages between \$4 billion and \$5 billion in equities for his institutional clients.

"Bob is well-known and well-respected in the investment business," said Barbara Palmer, Private Banking Services at Bank of America, Columbia Management's parent company. "He's been a consistent performer and we've been seeing satisfied clients in his institutional fund. He has a very strategic process."

ROBERT UNGER >>

SENIOR VICE PRESIDENT,
COLUMBIA MANAGEMENT COMPANY

