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**Blair Hansen & Company**

**Portfolio Construction**

BHC begins a portfolio construction process by choosing investments that will help clients achieve their goals, while observing appropriate levels of risk. As an independent advisory firm, we have access to the entire universe of investment products. We seek investments that have superior management with proven, consistent, long-term track records. We also strive to keep management fees as low as possible when selecting investment products.

As our clients reach different stages in their lives, we review their portfolios and suggest appropriate changes. For example, as a client approaches retirement, investments with a strong income component, consistent with capital preservation, become an important priority.