

**True wealth is about more than money.**



**It's about achieving life.<sup>SM</sup>**



**TOTAL MERRILL<sup>®</sup>**



**Families will grow.**

**Roles will be reversed.**



**Leaps of faith will be taken.**



**Your life will change.** Families will grow. Gifted children will need an exceptional education. Responsibilities will increase. Careers will evolve. Fears will be overcome. Parents will face the unexpected. These are the moments that make life challenging. They also make it fulfilling. In a world full of change, a partnership with your Merrill Lynch Financial Advisor is one thing that can remain constant.

**Our ability to offer you sophisticated financial strategies and solutions makes us valuable. Our commitment to taking the time to fully understand who you are and what matters most to you can make us essential.**

Developing an understanding of you enables us to draw upon the breadth and depth of Total Merrill<sup>SM</sup> in order to bring you **the right solution at the right time.** Our broad array of solutions, combined with our commitment to understanding what matters most to you, means we can play a valuable role in your life.

This kind of financial services relationship is different, to be sure. But at Merrill Lynch, we believe it's the best way to help you achieve a fulfilling life.

**Let us help you achieve the life you want.**



**TOTAL MERRILL®**

# Our knowledge of all

## **A partnership and a personal relationship**

Your Merrill Lynch Financial Advisor is your partner. Someone who understands your situation, your needs and what you want to accomplish. Someone who acts as an expert on what matters to you.

## **Our team, your goals**

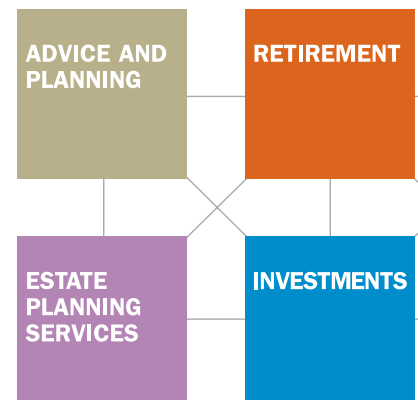
Your Financial Advisor can draw on a team of partners or a network of specialists in areas such as retirement, credit and lending, concentrated stock management and estate planning, so that you have the right resources working for you when you need them.

## **Advice that considers your whole life**

We offer advice around your whole financial life. Our integrated approach looks at not just your assets, but your liabilities. Not just your long-term investments, but your short-term cash. In this way, we can help you maximize the impact of your financial resources.

## **A disciplined process**

Our Wealth Management Process provides a blueprint for how we develop a personalized financial strategy for you. It starts with a full understanding of your assets, your liabilities and your plans for the future. We also provide an information-rich environment, arming you with the knowledge that allows you to fully participate in the relationship.



# things financial: Valuable

## Choice in how you work with us

With Total Merrill, you have the flexibility to draw upon the resources you need, when you need them. And you also have a choice of fee structures. Depending on how much and what type of financial activity you anticipate, you can opt for a set fee based on assets held at Merrill Lynch or a commission based on activity.

## Tracking progress to your goals

We believe in sharing as much information with you as possible. You can see where you stand relative to your goals through meetings with your Financial Advisor, your Client Review report, your account statement or *Merrill Lynch OnLine*<sup>®</sup>.

## Coordination with your other advisors

We bring in specialists, as and when you need them, to help meet your individual requirements. Our Financial Advisors can draw upon a wide array of specialists inside Merrill Lynch and will also work closely with your tax, legal and other advisors.

## Our commitment to you

For us, advice is more than a commodity. We will act as a trusted partner. Someone who offers advice that goes beyond stocks and bonds to look at your complete financial life, who understands your need for flexible and dynamic advice—advice that adds value to your life, not just your balance sheet.



BEYOND BANKING

CREDIT AND LENDING

SOLUTIONS FOR BUSINESS

TRACKING PROGRESS

### BEYOND BANKING®

Beyond Banking® Account  
CMA Plus<sup>SM</sup> Account  
Deferred Debit Access<sup>SM</sup>  
  Visa® Card  
Direct Deposit Service  
Fee-Refunded ATM  
  Withdrawals  
Funds Transfer  
  Service  
MERRILL+® Visa®  
  Credit Card  
Online Bill Payment  
Overdraft Repayment  
Relationship-Based  
  Interest Rates

Total Merrill  
Cashback<sup>SM</sup>  
Visa® Credit Card  
Unlimited Check  
  Writing  
Visa® Signature  
  Rewards® Card  
24/7 Telephone  
  and Online Access

### CASH STRATEGIES

Access to  
Innovative Lending  
  Products  
Automatic Cash  
  Sweeps  
CD Ladders  
(see Investments—  
  Short-Term and  
  Cash Equivalents)



### ADVICE AND GUIDANCE CAPABILITIES

Allocating Your  
  Assets  
Assessing Your  
  Goals®  
Investment Proposal  
Wealth Outlook®

### COMPREHENSIVE FINANCIAL PLANNING

Financial  
Foundation® Report  
Premier Wealth  
  Plan® Service  
Private Planning

### SPECIAL NEEDS PROGRAM

Blind/Visually  
  Impaired Investor  
  Services  
Deaf/Hard-of-Hearing  
  Investor Services  
Families of  
  Children/Adults With  
  Disabilities Program  
Medical Bill  
  Management  
  Services

### CASH MANAGEMENT

Business Investor  
  Account<sup>SM</sup>  
Lockbox Service  
Merchant Card  
  Service  
Online Business  
  Banking Service  
Payroll Service  
WCMA® Visa®  
  Business Cards  
Working Capital  
  Management  
Account® (WCMA®)

403(b) Retirement  
  Selector® Account  
Non-Qualified  
  Deferred  
  Compensation  
Retirement and  
  401(k) Plans  
Retirement Cash  
  Management  
Account<sup>SM</sup> (RCMA®)  
Specialized  
  Retirement Services  
Stock Option Plans

### FINANCING

Commercial  
  Lines of Credit  
Commercial Loans  
Commercial Real  
  Estate Financing  
Equipment Leasing  
  Revolving Term  
  Financing  
Securities-Based  
  Financing  
Specialized  
  Financing

### EMPLOYEE BENEFITS

Business  
  Retirement Accounts  
Corporate 529 Plans  
  Deferred  
  Compensation Plans  
Employee Benefit  
  Trust Services

### ESTATE PLANNING AND TRUST SERVICES

Charitable Trusts and  
  Foundations  
Estate Planning  
Estate Settlement  
  and Administration  
Fiduciary Investment  
  Management  
Personal Trust  
  Services  
Services for  
  Individual Trustees  
Trust Administration

### INSURANCE

Life Insurance  
Long-Term Care  
  Insurance

### PHILANTHROPY

Charitable Grant  
  Making and  
  Foundation  
  Consulting  
Compliance  
  Governance and  
  Succession Planning  
Donor Advised Fund  
  and Foundation  
  Solutions  
Endowment  
  Management and  
  Consulting  
Philanthropic  
  Strategies  
Planned Giving  
  Guidance and  
  Management





**ADVICE AND  
PLANNING**

**BEYOND  
BANKING**



**TOTAL M**



**ESTATE  
PLANNING  
SERVICES**

**SOLUTIONS  
FOR  
BUSINESS**

## RETIREMENT



- Beneficiary Designation Strategies
- Distribution Calculations and Strategies
- Intergenerational Tax-Advantaged Asset Transfer
- Rollover IRAs
- Roth IRAs
- Self-Employed Retirement Plans
- Traditional IRAs
- Transition Services
- Variable and Fixed Annuities

## CREDIT AND LENDING

## INVESTMENTS

## TRACKING PROGRESS



**ERRILL<sup>®</sup>**





### HOME FINANCING

Adjustable-Rate Mortgages  
 Blended Rate® Mortgage  
 Combination Mortgages/Credit Lines  
 Construction-to-Permanent Home Financing  
 Corporate Home Financing<sup>SM</sup> Program  
 Emerging Professionals® Program  
 Fixed-Rate Mortgages  
 Fixed-to-Adjustable-Rate Mortgages  
 Home Financing for Non-U.S. Resident Clients

Interest-Only Payment Options  
 Mortgage Preapprovals  
 100% Home Financing Options  
 Realty Advisory Services

### PERSONAL CREDIT

Customized Lending Solutions  
 Home Equity Loans and Lines of Credit  
 Loan Management Account®  
 Margin Lending Program

Mortgage-Backed Securities  
 Municipal Bonds  
 PreferredPLUS  
 Preferred Stock  
 Step-Up Notes  
 U.S. Treasury Inflation Indexed Securities  
 U.S. Treasury Securities  
 Variable-Rate Preferred Stock  
 Zero Coupon Instruments

### FOREIGN EXCHANGE

Over-the-Counter Foreign Exchange Options  
 Warrants

### INVESTMENT SERVICES

Automated Investment Program  
 Cash Management Account® (CMA®)  
 Dividend Reinvestment  
 Individual Investor Account<sup>SM</sup>  
 Merrill Lynch Unlimited Advantage® Service

### MANAGED ACCOUNTS

Merrill Lynch Advisory Portfolios  
 Merrill Lynch Consults®  
 Merrill Lynch Consults® Diversified Portfolios  
 BlackRock Private Investors  
 BlackRock Wealth Diversified Portfolios  
 Merrill Lynch Mutual Fund Advisor® Program  
 Merrill Lynch Mutual Fund Advisor Selects® Program  
 Personal Investment Advisory<sup>SM</sup> Program  
 Strategic Portfolio Advisor®

### MUTUAL FUNDS

Merrill Lynch Funds Diversified Portfolios®  
 BlackRock Family of Mutual Funds  
 100 Additional Mutual Fund Families (3,000 funds)

### SHORT-TERM AND CASH EQUIVALENTS

FDIC-Insured Money Market Accounts  
 Money Market Funds  
 Tax-Advantaged Money Fund

### STRUCTURED INVESTMENTS

Accelerated Return Notes<sup>SM</sup>  
 Alternative Investment-Linked Securities  
 Currency/Commodity-Linked Securities  
 Equity-Linked Securities  
 Inflation-Linked Securities  
 Interest-Rate Warrants  
 Leveraged Index Return Notes®  
 Protected Growth® Investments  
 Strategic Return Notes®  
 STRIDES®  
 TRAKRS®

### ALTERNATIVE INVESTMENTS

Hedge Funds  
 Managed Futures  
 Private Equity  
 Structured Investments

### ANNUITIES

Non-Proprietary Fixed Annuities  
 Non-Proprietary Variable Annuities  
 Proprietary Fixed Annuities  
 Proprietary Variable Annuities

### CONCENTRATED STOCK SERVICES

Collars  
 Contingent Variable Forwards  
 Discount Purchases  
 Over-the-Counter Calls and Puts  
 Prepaid Forwards  
 Rampart Covered-Call Program  
 Rule 144/145 Sales and Lending  
 10b5-1 Selling Plans

### EDUCATION

Coverdell Education Savings Account  
 Section 529 Account

### EQUITIES

American Depositary Receipts  
 Closed-End Funds  
 Common Stock  
 Exchange-Traded Funds  
 Focus 1 Stocks  
 Merrill Lynch Client Profile Portfolios  
 Options

### FIXED INCOME

Agency Securities  
 Collateralized Mortgage Obligations  
 Convertible Securities  
 Corporate Debt  
 Debt-Linked Securities  
 FDIC-Insured Certificates of Deposit  
 Floating-Rate Notes  
 Investor Notes



Asset Information and Measurement<sup>SM</sup> Service

Client Review  
 Merrill Lynch OnLine®

Monthly and Annual Relationship Statements

My Financial Picture<sup>SM</sup>

# Understanding what matters



At Merrill Lynch, we strive to provide advice that makes all the pieces of your financial life work together. During your life, opportunities will emerge. Challenges will appear. And decisions will need to be made. So we are committed to getting to know you and what matters most to you, today

**“Having close client relationships enables me to anticipate challenges. Clients’ needs may change, but our partnership remains constant.”**

— *Sylvester Knox*  
*Financial Advisor, Paramus, New Jersey*

and in the future. We make sure our Financial Advisors are highly skilled and trained and leverage other Merrill Lynch specialists as necessary. And we provide access to the products and solutions you need to achieve your goals, both financial and personal.

As your needs evolve, your Financial Advisor will tap into the breadth and depth of our specialized expertise—from investing to estate planning, from retirement to credit and lending. Serving as a single point of contact, your Financial Advisor will draw upon all the intellectual capital at Merrill Lynch to assemble a team of experts to meet your individual needs. Moreover, this expertise will be backed by the experience and intelligence that Merrill Lynch has offered for generations.



**“Having access to a broad array of products and services enables me to go beyond stocks and bonds and provide truly innovative solutions for clients.”**

— *Denny Cummings*  
*Financial Advisor, Chicago, Illinois*

# most to you: Essential

As you work with your Financial Advisor, the two of you will find yourselves arriving at an understanding that goes well beyond your balance sheet. One built on mutual respect. More than any specific financial solution, this understanding will provide the foundation for a lasting and productive relationship—a powerful partnership—because it will enable your Financial Advisor to anticipate and address any changes you face.



**“It’s wonderful to work with a family through multiple generations, through multiple life events, through the highs and the lows. . . . You get to a point where it’s about their lives.”**

— Heather Evans  
Financial Advisor, Vienna, Virginia

So whether your goals are to put your children through college, to start a new business or to create a legacy for future generations, a partnership with your Financial Advisor will bring you the power of Total Merrill—so we can help you achieve the life you want.

**“To really communicate with clients, you have to understand what they’re passionate about.”**

— Dodee Crockett  
Financial Advisor, Dallas, Texas







Your Financial Advisor will work closely with you as you take the time to plan—and execute—the appropriate solution for your particular situation. So that you both can fully understand your challenges and work together within an informed environment, here are some questions that will help lead you to **achieve life on your terms.**

## Questions to consider when meeting with your Financial Advisor

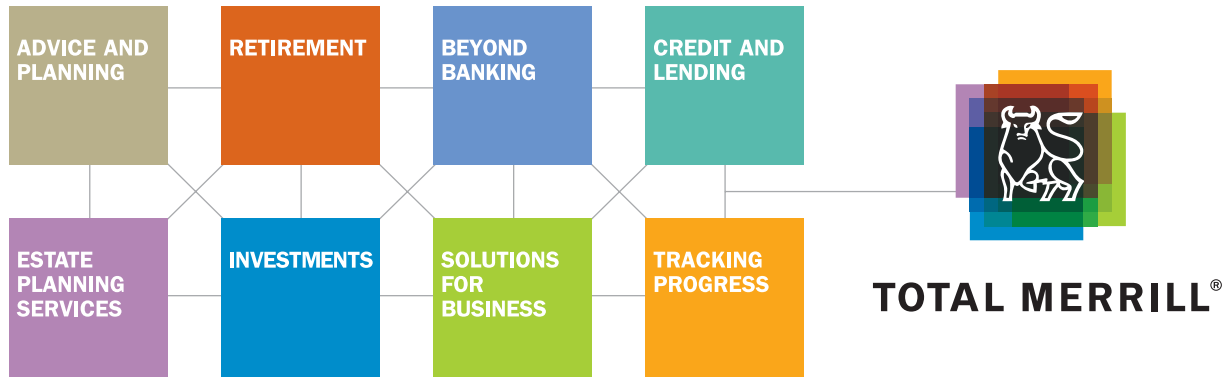
- What are the goals and dreams that are most important to you and your family?
- If you could, would you live your life differently?
- What kind of legacy would you like to leave?
- What are you looking for in an advisor; what skills are most important to you?
- Do you have a comprehensive financial strategy in place to help you achieve the life you want?
- Will you have the right resources to live your envisioned retirement?



To begin determining whether Total Merrill is right for you,  
call (800) MERRILL (637-7455) or visit us online at  
[www.totalmerrill.com](http://www.totalmerrill.com).



**TOTAL MERRILL®**



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