



*Stewardship. Objectivity. Integrity.*

At AIS, our objective is unwavering:  
**To serve your investment needs.**

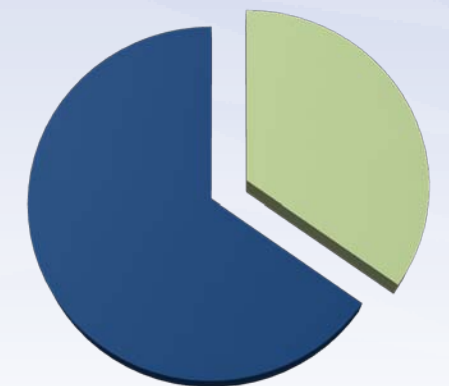
We do this by applying a few guiding principles:

- We are first and foremost a fiduciary to our clients*
- We have an uncompromising commitment to integrity*
- We apply a disciplined, scientific approach to investment management*



## AIS AT A GLANCE:

- \$729m assets under management as of 06/30/2016
- Established in 1978; our parent, the American Institute for Economic Research (AIER), established in 1933
- Two distinct strategies / One powerful philosophy
  - ▶ Professional Asset Management (PAM)
  - ▶ High Yield Dow (HYD)



▲ Individual ▲ Institutional



*"No two investors are alike. Tell us your story, we'll design a solution."*

*John L. Barry, President & CEO, AIS*

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*Wholly Owned by the American Institute for Economic Research*

## PHILOSOPHY:

- By employing the scientific method of inquiry, combined with our bias toward education, we produce an objective result
- Asset Allocation tells 90% of the return story
- Within equities, exposure to small capitalization and value stocks impact returns

## FUND FACTS:

### Professional Asset Management

#### PAM

- \$641 million
- Customized Asset Allocation tailored to your risk profile and return objectives
- Disciplined rebalancing process maintains portfolio targets while removing emotional bias from decision making process
- We meet our client's expectations quarter after quarter by closely tracking established benchmarks
- Implemented with low cost mutual and exchange traded funds

### High Yield Dow

#### HYD

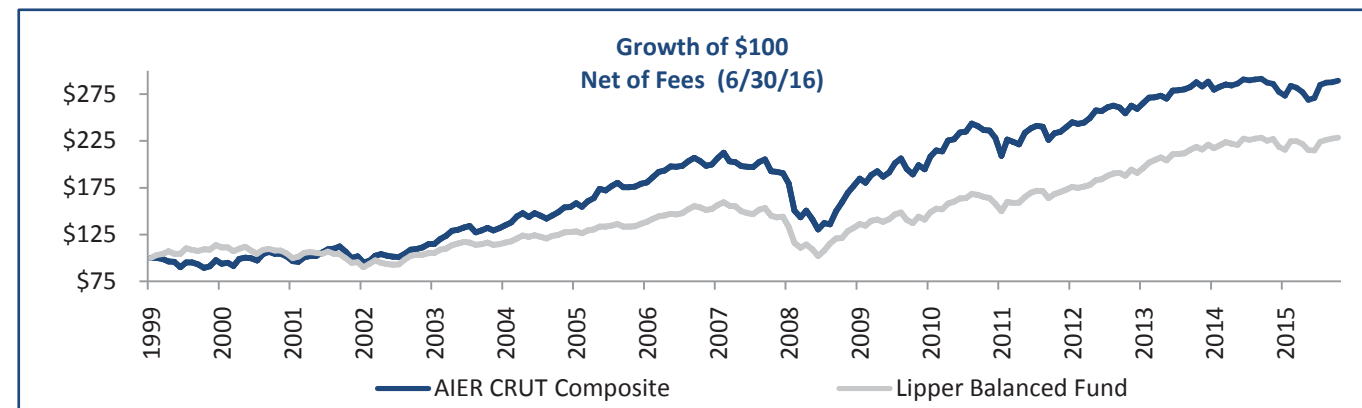
- \$88 million
- Combines rigorous empirical research with established investment theory
- Designed to generate current income coupled with long term principal growth
- Methodical monthly purchase of four highest yielding Dow Jones Industrial Index stocks over a rolling eighteen-month holding period

## EXPENSES: FEES MATTER!

We strive to invest in funds with low fee structures as well as maintain a management fee schedule that both compensates us for our service while delivering the savings to our clients.

## PERFORMANCE:

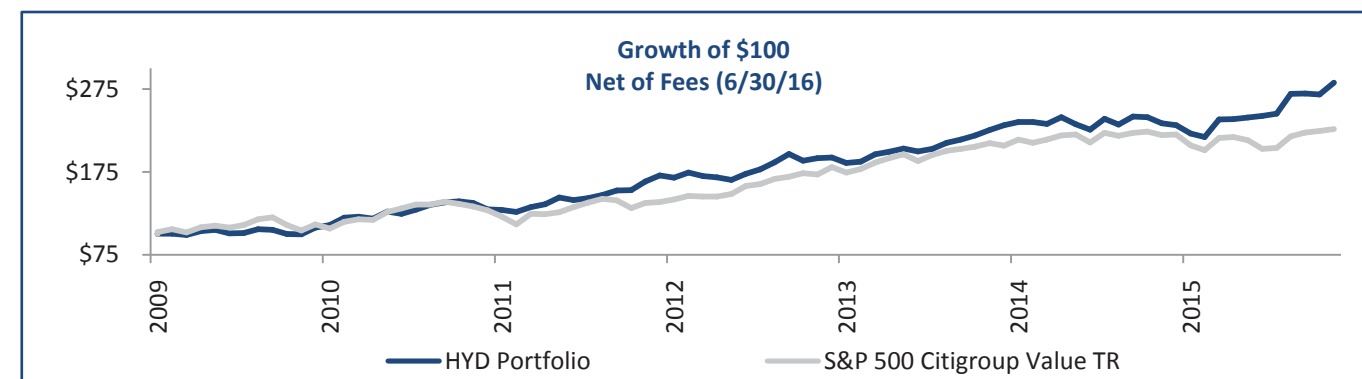
### AIER Charitable Remainder Unitrust (CRUT) Accounts



	Final Value of \$100	Cumulative Return (%)	Annualized Rate of Return (%)
AIER CRUT Composite	289.45	189.45	6.56
Lipper Balanced Fund	228.40	128.40	5.05

Composite performance for AIER's CRUT accounts. In aggregate these accounts best represent a split interest composite with a balanced allocation. Performance inception date 9/30/1999. There are currently 58 CRUT accounts in the composite with combined assets of \$15.7 million. CRUT account sizes range from \$3,000 to over \$2,800,000. The results portrayed reflect total return and the reinvestment of dividends and capital gains. Results reflect the deduction of a 0.275% management fee, the annual rate assessed to the combined accounts managed for AIER through our Professional Asset Management investment service ("PAM"). The benchmark used is as follows: From 9/30/1999 to Present: 100% Lipper Balanced Index. All investment strategies have the potential for profit or loss.

### High Yield Dow



	Final Value of \$100	Cumulative Return (%)	Annualized Rate of Return (%)
HYD Portfolio	282.79	182.79	16.34
S&P 500 Citigroup Value TR	226.49	126.49	12.64

Actual performance is representative of an investment account invested in the High Yield Dow strategy (HYD). The HYD strategy is a U.S. large capitalization value strategy and may not be suitable for all investors. This portfolio represents the account with the longest track record for what most closely resembles the HYD model allocation. Inception date: 8/17/2009. The results portrayed reflect total return and the reinvestment of dividends and capital gains. Results reflect the deduction of a 0.59% management fee, the annual rate assessed to a \$0.47m account managed through our High Yield Dow investment service ("HYD"). The benchmark displayed for this account is as follows: From 8/17/2009 to present: S&P 500 Citigroup Value TR. All investment strategies have the potential for profit or loss.