



...more than just an investment manager



Our Firm

Founded in 1988, Condor Capital is an SEC-registered investment advisor. We strive to be more than just your investment manager by providing a comprehensive range of financial planning services.

We provide our investment management services on a fee-only basis. Our fees are based on the size of our clients' portfolios, rather than commissions or number of trades, so there is no conflict of interest regarding our investment decisions.

As part of our integrated approach to investment management, we provide you with unlimited and thorough financial planning advice on a complimentary basis.

We pride ourselves on providing wealth management solutions that combine investment management, financial planning, and relationship management services, including consulting with your other advisors, allowing you to streamline your complex financial affairs.

- **FEE-ONLY, REGISTERED INVESTMENT ADVISOR**
- **INTEGRATED APPROACH TO INVESTMENT MANAGEMENT**
- **COMPLIMENTARY FINANCIAL PLANNING**
- **SIMPLIFY YOUR LIFE, LEAVING YOU FREE TO PURSUE YOUR PERSONAL GOALS**



*“It requires a great deal of boldness
and a great deal of caution to
make a great fortune, and when
you have it, it requires ten
times as much skill to keep it.”*

-Ralph Waldo Emerson



*“Let him who would enjoy
a good future
waste none of his present.”*

- Roger Babson

Investment Management Services

As part of our investment process at Condor, we take the time to determine your overall investor profile. This includes identifying short-term and long-term goals, risk tolerance, liquidity needs, tax issues, and other special concerns.

We then design an appropriate investment strategy for you to provide diversified exposure to the global equity and fixed income markets.

To ensure a cohesive investment strategy is in place, we can advise on every investment account in your portfolio. This includes brokerage, IRA, trust, 401(k), annuity, stock option, and other investment accounts.

We draw on the expertise of our own investment research team to seek out prevailing market trends and identify investments for your portfolio.

Most accounts are managed on a discretionary basis, which allows our portfolio managers to efficiently execute trades on your behalf. Accounts are typically maintained at a discount brokerage firm to keep trading costs low.

- **CUSTOMIZED PORTFOLIO BASED ON YOUR INVESTOR PROFILE**
- **ADVICE ON ALL INVESTMENT ACCOUNTS**
- **IN-HOUSE INVESTMENT RESEARCH EXPERTISE**
- **PROVIDE DISCRETIONARY INVESTMENT MANAGEMENT SERVICES**

Investment Philosophy

Condor offers a number of in-house investment management strategies, using stocks, bonds, mutual funds, and exchange traded funds. We aim to construct diversified equity portfolios with exposure to various investment styles, market capitalization, and geographic region. Bond portfolios are diversified among several different types of fixed income instruments, including bonds of varying maturities and credit qualities.

Depending on your unique requirements, we may utilize one or more of our investment strategies in your portfolio. At times, we may even draw on the investment capabilities of external investment managers if we feel they can add significant value to your portfolio.

As long-term investment managers, we do not believe in timing the market and tend to stay fully invested, which makes asset allocation a paramount decision. Our low turnover approach keeps transaction costs low and tends to provide tax-efficient results.

Our strategies can be customized to suit your unique needs, such as restricting investment in certain areas, accommodating concentrated positions, or even incorporating socially responsible investment vehicles.

- **STOCKS**
- **EXCHANGE TRADED FUNDS**
- **MUTUAL FUNDS**
- **CORPORATE BONDS**
- **MUNICIPAL BONDS**



“Nine tenths of wisdom consists in being wise in time.”

-Theodore Roosevelt



*“If you would be wealthy,
think of saving as well as getting.”*

- Benjamin Franklin

Financial Planning Services

Condor's team of financial planning professionals offers personalized and unbiased advice on a variety of topics. This can be a vital aspect of the client relationship since our investment management services are often closely integrated with our financial planning efforts.

We believe that maintaining an ongoing awareness of your financial situation is important to make sure you stay on track toward meeting your financial goals.

In fact, we look to build long-term relationships with our clients so that we can provide continuity of advice over time and help you evaluate whether any adjustments to strategy are needed.

- **RETIREMENT PLANNING**
- **COLLEGE FUNDING**
- **ESTATE PLANNING**
- **CHARITABLE GIFTING**
- **TAXATION ISSUES**
- **DIVORCE PLANNING**
- **LIFE AND LONG-TERM CARE INSURANCE**
- **SOCIAL SECURITY AND PENSION PLANNING**
- **RETIREMENT PLAN DESIGN FOR SMALL BUSINESS OWNERS**

Our Clients

Most of Condor's clients seek our professional investment management services because they do not have the time or desire to manage their portfolios on a day-to-day basis.

However, our services can be appropriate for clients in a variety of situations. Depending on your stage in life and portfolio size, you may need very different investment management and financial planning advice.

Regardless of your needs, at Condor Capital you will find an experienced team of professionals looking to help you manage your money better and simplify your finances.

- **RETIREES OR INDIVIDUALS NEARING RETIREMENT CONCERNED WITH PROVIDING INCOME FOR THEIR FUTURE**
- **INDIVIDUALS WHO HAVE EXPERIENCED A WINDFALL: INHERITANCE, LOTTERY WIN, SALE OF BUSINESS, ETC.**
- **YOUNGER PROFESSIONALS FOCUSED ON SAVINGS STRATEGIES AND COLLEGE PLANNING OPTIONS**
- **BUSINESS OWNERS OR CORPORATE EXECUTIVES**
- **NON-PROFIT ORGANIZATIONS**
- **INDIVIDUALS WHO HAVE RECENTLY GONE THROUGH A MAJOR CHANGE IN THEIR LIFE CIRCUMSTANCES**



“The best things in life aren't things.”

-Art Buchwald



“In all our contacts it is probably the sense of being really needed and wanted which gives us the greatest satisfaction and creates the most lasting bond.”

- Eleanor Roosevelt

Communication

We believe that regular communication is key to building any relationship of trust. You share your financial objectives with us and we give you unbiased advice on how to achieve them.

Once your portfolio is established, you will receive regular communication regarding your accounts. In addition to receiving trade confirmations and monthly statements from the account custodian, we provide you with customized quarterly statements. You will also receive Condor's quarterly newsletter and periodic alerts about important developments.

Our password-protected website allows you to review your portfolio, including performance and tax information that is updated daily. An archive of Condor's past quarterly statements and newsletters is also available on the website. Through a sensible use of technology, Condor allows you to continuously stay close to your personal portfolio.

Although we will be professionally managing your portfolio on an ongoing basis, we feel it is important for us to review the portfolio together periodically. During the review, portfolio performance should be compared to appropriate benchmarks, and changes to the asset allocation, your income needs, or the overall investment strategy can be considered.

- **REGULAR COMMUNICATION BUILDS TRUST AND UNDERSTANDING**
- **USING TECHNOLOGY TO IMPROVE THE EFFICIENCY AND ACCURACY OF CLIENT COMMUNICATION**
- **SECURE WEBSITE ALLOWS YOU TO OBTAIN UP-TO-DATE INFORMATION ABOUT YOUR PORTFOLIO**

Our People

Condor is committed to providing you with effective, personalized investment solutions, comprehensive financial planning advice, and a service based on absolute trust and integrity. We pride ourselves on a tightly-knit and academically diverse team of investment and financial planning professionals with broad experience and expertise. Our team includes individuals who have attained the Chartered Financial Analyst designation and the Certified Financial Planner certification.

We believe the best way to build a relationship of trust is through regular contact with clients. In addition to a team of client service specialists, our portfolio managers, financial planning professionals, and the President of the company, Ken Schapiro, are always available.

- **SMALL TEAM WITH BROAD EXPERIENCE AND EXPERTISE**
- **COMMITTED TO BUILDING RELATIONSHIPS OF TRUST**
- **OPEN DOOR POLICY FOR CLIENT ACCESS TO KEY DECISION MAKERS**



*“Our deeds determine us as much
as we determine our deeds.”*

-George Eliot



*“Put not your trust in money, but
put your money in trust.”*

- Oliver Wendell Holmes

An Employee-Owned Company

As an employee-owned company, everyone has a stake in the quality of our work, the success of our practice, and the satisfaction of our clients. Through Condor’s Employee Stock Ownership Plan (ESOP), every Condor employee has the opportunity to purchase shares of company stock.

Condor is one of approximately 11,000 companies in the US that offers their employees the chance to create and share in the success of the company through an ESOP. Companywide ownership boosts productivity and helps to speed company growth, as all employees are in line to achieve the same goal.

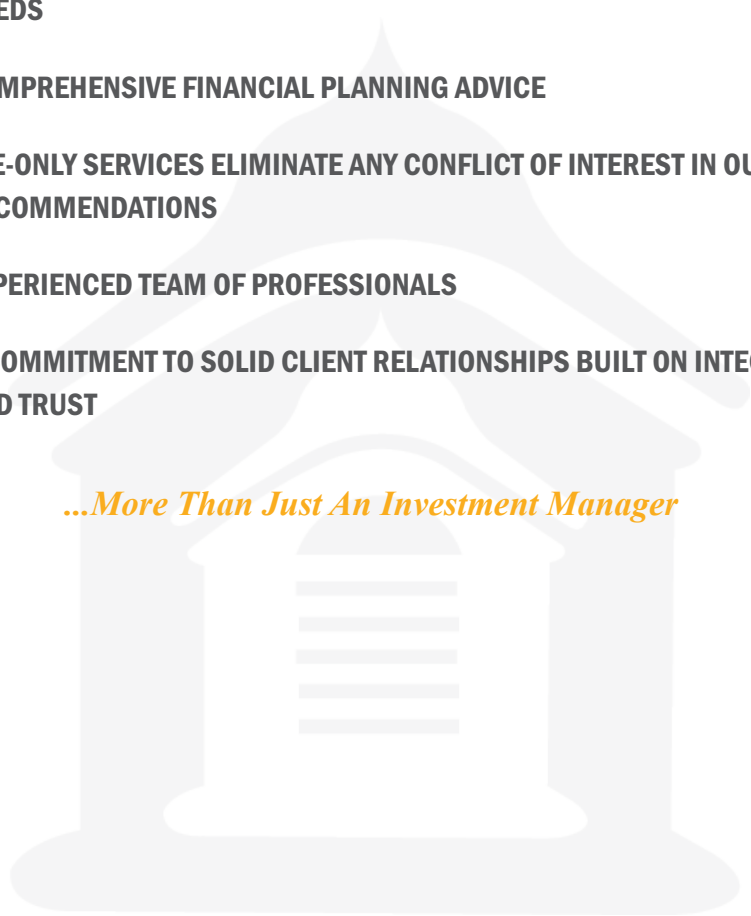
Creativity and opportunity are not just ideas at Condor, but daily activities that are nurtured by an environment that rewards employees because there is a shared vision of growing shareholder value. The employee owner is more likely to think and act as an owner, resulting in a noticeably positive difference in employee loyalty, spirit, and overall results.

- **CONDOR EMPLOYEES HAVE THE OPPORTUNITY TO PURCHASE SHARES OF COMPANY STOCK**
- **APPROXIMATELY 11,000 COMPANIES IN THE US OFFER AN ESOP**
- **EMPLOYEE OWNERSHIP LEADS TO AN INCREASE IN EMPLOYEE PRODUCTIVITY AND FASTER COMPANY GROWTH**

Why Condor Capital?

- **BROAD ARRAY OF INVESTMENT STRATEGIES TO MEET YOUR VARIED NEEDS**
- **COMPREHENSIVE FINANCIAL PLANNING ADVICE**
- **FEE-ONLY SERVICES ELIMINATE ANY CONFLICT OF INTEREST IN OUR RECOMMENDATIONS**
- **EXPERIENCED TEAM OF PROFESSIONALS**
- **A COMMITMENT TO SOLID CLIENT RELATIONSHIPS BUILT ON INTEGRITY AND TRUST**

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*“Happiness is not something you
postpone for the future; it is
something you design for the present.”*

-Jim Rohn

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