MEDIA FACT SHEET

COMPANY OVERVIEW

With nearly $4 billion in assets under advisement, Laird Norton Wealth Management is the Northwest's premier wealth management company. Headquartered in Seattle, Washington, the company provides wealth management services for more than 425 high-net-worth individuals, families, business leaders, private foundations and nonprofit organizations.

Laird Norton Wealth Management was originally founded in 1967 by the Laird and Norton families as their exclusive trust company. To broaden the asset base and strengthen the business, the company began serving private external clients in 1979. At present, those clients represent approximately 75 percent of our client base.

In 2004 the trust company merged with an entrepreneurial wealth management firm, Tyee Asset Strategies, LLC, to create an integrated company to address all the varied and complex wealth management needs of its clients. Today, Laird Norton Wealth Management takes an extremely personalized approach to wealth planning and has a passion for exceptional client service.

SERVICES OFFERED

Laird Norton Wealth Management works closely with its clients to continually assess their goals and changing needs. The firm offers a wide range of services to individuals, families, foundations and endowments including:

- Investment management
- Financial planning
- Trust and estate services
- Risk management
- Goal setting, governance and education
- Wealth transfer and philanthropic strategies

FEE-ONLY INVESTMENT MANAGEMENT

Laird Norton Wealth Management practices an open-architecture philosophy in order to provide the most valuable solutions and strategies to best serve its client's diverse needs. Clients know there are no hidden fees, in-house products or commission incentives driving the company's recommendations.

MEDIA FACT SHEET

EMPLOYEES

The Laird Norton Wealth Management team includes more than 80 individuals with expertise in every aspect of wealth management and the highest professional designations including Chartered Financial Analyst (CFA), Certified Public Accountant (CPA), Juris Doctor (JD), Master of Laws (LL.M), Certified Financial Planner (CFP®) and Certified Trust and Financial Advisor (CFTA).

EXECUTIVE TEAM

Robert Moser	*Chief Executive Officer and President*
Robert Benson	*Chief Investment Officer*
Patti Dill	*Managing Director of Sales, Marketing and Communications*
Robert Hille	*General Counsel and Chief Compliance Officer*
Kristi Mathisen	*Managing Director of Tax and Financial Planning*
Barbara Potter	*Managing Director of Fiduciary Services*
Dana Rekow	*Managing Director of Client Services*

THE LAIRD NORTON FAMILY LEGACY

The Laird and Norton families' legacy was created in 1855 by two brothers and their cousin who jointly operated a milling and manufacturing company in the Midwest. In 1900, the Laird and Norton families partnered with Frederick Weyerhaeuser to acquire and manage timberlands in the Pacific Northwest and founded the Weyerhaeuser Company.

By 1963 the Laird and Norton families had founded many companies in the forest product industry, such as Potlatch Lumber Company, Boise Payette Lumber Company and General Timber Company. This success, along with an infusion of capital from the Initial Public Offering (IPO) of Weyerhaeuser, resulted in the need for trust administration and asset management services, which prompted the founding of Laird Norton Trust Company in 1967.

LOCATION

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WEALTH MANAGEMENT