



Krosnowski & Scott LLC

Investment & Retirement Planning Specialists

Dear Exxon/Mobil Friends,

We have been providing investment and retirement planning services to our clients for over twenty years. Many of our clients are either retired from or currently employed by Exxon/Mobil and Verizon. We believe what separates us from our competitors is our comprehensive wealth management approach in which we also advise our clients on tax, insurance, debt management, college funding and estate planning issues. Our risk management and communication plans, in our opinion, keep our customers informed on an ongoing basis.

Our goal is to assist you in making your retirement transition a smooth process. The following is a list of free services and information that is available to assist you in planning for a comfortable retirement.

I. – “Financial Fitness” quarterly newsletter

This informative publication provides updates to keep you informed of the outlook for the financial markets and educational insights into such topics as investment and retirement planning as well as nutrition and life planning after retirement.

II. – Free Retirement and Investment Planning Reports

We offer free initial investment & retirement planning analysis. Below is a brief description of the different reports that we can generate for you:

A. Exxon/Mobil 401(k) Savings Plan Investment Advice

Ø After verifying your individual goals and objectives, we will review your 401(k) Savings Plan balances and fund contribution elections and generate a custom designed report in which we recommend investments that we feel are appropriate for you.

Ø We can assist you in executing an “in-service” 401(k) Savings Plan rollover to an IRA. This may give you access to potentially more attractive investment vehicles while you continue to work for your current employer.

Ø If you terminate service with the company, we can assist you in rolling over your existing 401(k) Savings Plan assets and consolidating other retirement accounts to an IRA and advise you on investment strategy.

2. IRA Income Distribution Alternatives

There are two ways to distribute assets from your 401(k) savings plan prior to age 59 1/2 without penalty (ordinary income taxes still apply).

1. Age 55 Rule- If you turn age 55 during the year that you retire, the ExxonMobil 401(k) Savings Plan has a provision which allows participants to receive distributions one to two times per year depending on whether you are heritage Exxon or Mobil. The distributions are not subject to the 10% premature retirement plan distribution excise tax. Ordinary income taxes normally apply to most pre-tax retirement plan distributions.

2. IRA 72(t) Income Distribution Analysis-

Ø Normally there is a 10% penalty on IRA withdrawals in addition to income taxes. Did you know that there is a way that you can withdraw assets from an IRA prior to age 59 ½ without penalty?

Ø We can run an IRS approved report for you which illustrates how much income that you withdraw from an IRA prior to age 59 ½ while avoiding the 10% premature withdrawal penalty.

C. Net Unrealized Appreciation (NUA) Stock Distribution Analysis

This free report illustrates how ExxonMobil 401(k) Savings Plan participants can take advantage of a special IRS approved tax method to distribute company shares into a taxable account rather than an IRA upon or after retirement. The potential benefits of this distribution strategy include spousal asset titling equalization for estate planning purposes and possibly more favorable capital gains rate taxation versus ordinary income tax depending on your individual tax situation.

D. Investment Portfolio Review

Ø If you have an existing investment portfolio, you may be interested in a second opinion. If you provide us with your financial goals and objectives and a list of your investment holdings, we will generate a report for you that identifies your current allocation of assets (among cash, bonds and stocks), stock sectors, and asset classes (i. e. large cap vs. small cap, value vs. growth), domestic vs. international.

Ø We will then provide you with a review of potential areas of improvement, including ways that may lower your fees, potentially improve performance, and attempt to reduce risk.

Ø We will also notify you if we feel your assets are in proper alignment with your stated goals and objectives.

E. Retirement Income Analysis (RIA)

We can assist you in gathering financial data (including future cash flows such as earned income and social security), investment balances (including IRAs, pensions, lump sum and 401(k) Savings Plan) and income needs (we can provide you with a budget page to assist you in calculating this amount) and generating a report which will measure your potential to retire comfortably. This report is designed to answer two important questions: "Can I afford to retire? How long will my retirement assets last?"

F. Executive Compensation

We also provide corporate employees with advice on managing restricted stock, stock option and deferred compensation plans.

G. Additional Information

Please visit our website www.Krosnowskianscott.com to view:

- Ø Our biographical information
- Ø Wealth Management articles that we have published in the Washington Business Journal
- Ø Newsletters that we have previously published

Please call us or respond to this message via e-mail if you would like to be added to our newsletter mailing list or receive information on any of the above mentioned topics at no initial cost or commitment.

We look forward to hearing from you in the near future.

Sincerely,

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