

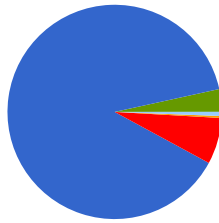
# Current Portfolio Portfolio for Gregory Client

**Portfolio Value**  
\$100,000.00

Benchmark: Custom

## Analysis

Composition %	Portfolio	Bmark
Cash	3.43	0.00
US Stocks	88.67	60.00
Non-US Stocks	6.99	0.00
Bonds	0.29	40.00
Other	0.64	0.00
Not Classified	0.00	0.00



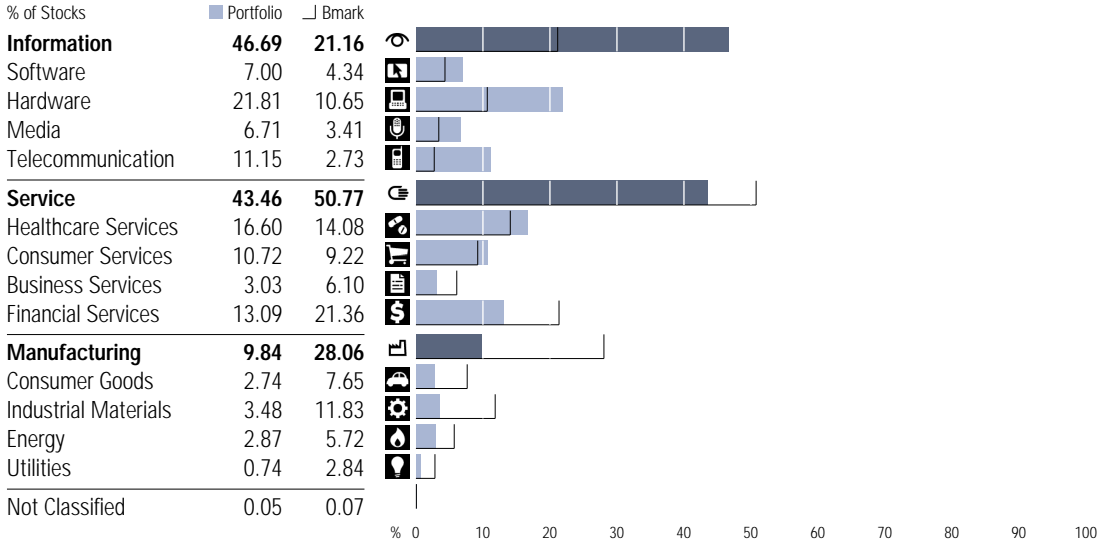
### Current Investment Style %

Style			Large Size
Value	Core	Growth	
12	13	34	Medium
3	6	24	
2	2	3	Small

### Fixed-Income Investment Style %

Maturity			High Quality
Short	Interm	Long	
			Medium
			Low

## Sector Weightings



## Regional Exposure

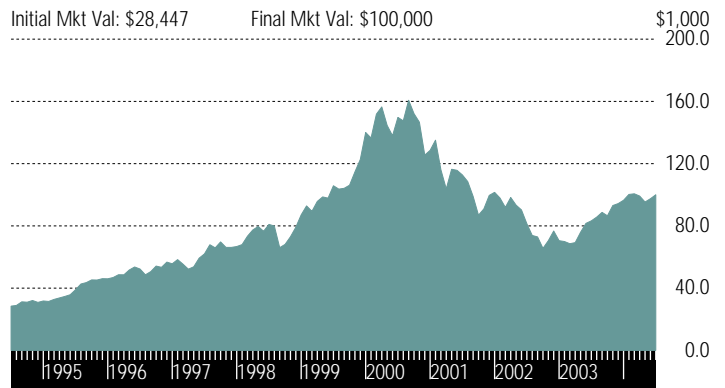
% of Assets	Portfolio	Bmark
<b>Americas</b>	<b>95.50</b>	<b>59.98</b>
North America	94.68	59.98
Cnt & Lat Amr-Emrg	0.82	0.00
<b>Greater Europe</b>	<b>3.19</b>	<b>0.01</b>
United Kingdom	0.36	0.00
West Europe-ex UK	2.68	0.01
Emerging Europe	0.15	0.00
Africa	0.00	0.00
<b>Greater Asia</b>	<b>1.30</b>	<b>0.01</b>
Japan	0.43	0.00
Australasia	0.07	0.00
Asia-4 Tgrs-Emrg	0.20	0.00
Asia-ex 4 Tgrs-Emrg	0.60	0.01
Not Classified	0.02	40.01

## Performance

Trailing Returns<sup>1</sup>

	Returns % Through 06-30-2004				
	3Mo	1Yr	3Yr	5Yr	10Yr
Pre-Tax Portfolio Return	0.83	20.13	-3.93	-1.12	13.40
+/- Benchmark Return	1.15	5.99	-8.10	-5.08	3.05

### Investment Activity Graph<sup>1</sup>



Best/Worst Time Periods<sup>1</sup>

	3Months	Return%	1 Year	Return%	3 Years	Return%
Best	10-99/12-99	31.92	03-99/02-00	69.87	04-97/03-00	44.19
Worst	07-01/09-01	-22.94	10-00/09-01	-42.87	04-00/03-03	-23.79

## Holdings

**Top 5 holdings out of 6**

	Type	Holding Value \$	% Assets
White Oak Growth Stock	MF	20,000.00	20.00
MFS Strategic Value C	MF	20,000.00	20.00
PBHG Growth	MF	20,000.00	20.00
Spectra N	MF	20,000.00	20.00
Gabelli Glob Telecomm	MF	10,000.00	10.00

**Next 1 holdings out of 6**

	Type	Holding Value \$	% Assets
Weitz Hickory	MF	10,000.00	10.00

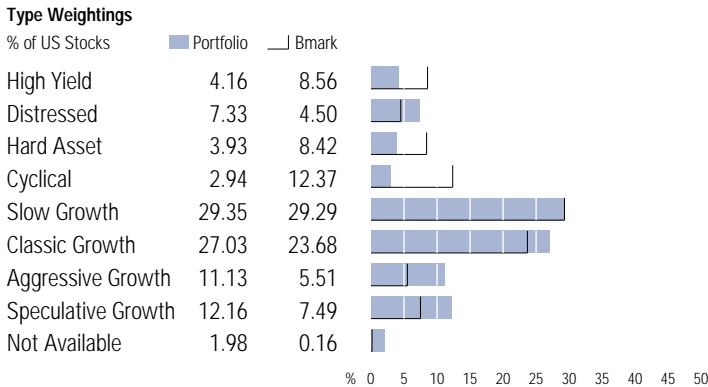
# Current Portfolio Portfolio for Gregory Client

**Portfolio Value**  
\$100,000.00

Benchmark: Custom

## Fundamental Analysis

Market Maturity			Geometric Avg Capitalization (\$Mil)		Valuation Multiples		Interest Rate Risk		
	Portfolio	Bmark	Portfolio	Bmark	Portfolio	Bmark	Portfolio	Bmark	
% of Stocks					Price/Earnings	34.94	24.87	Maturity	—
Developed Markets	98.17	99.99	Portfolio	13,676.31	Price/Book	5.33	4.07	Duration (total portfolio)	—
Emerging Markets	1.80	0.01	Benchmark	9,815.90	Price/Sales	5.29	3.37	Avg Credit Quality	—
Not Available	0.03	0.00			Price/Cash Flow	21.75	16.07		

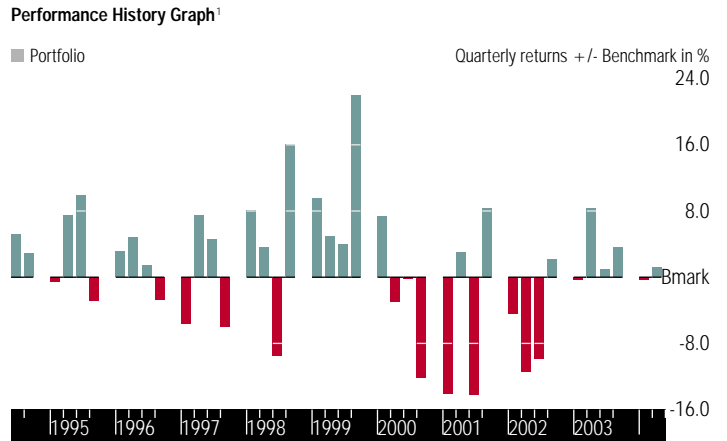
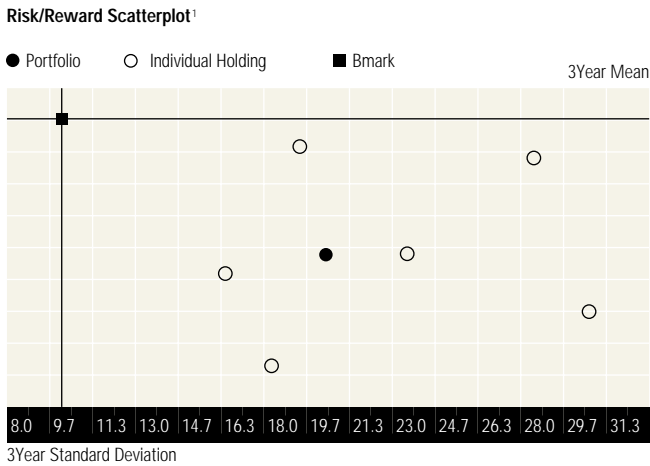


Profitability		Portfolio		Bmark	Credit Quality	
% of US Stocks	2002	2003	2003	2003	% of Bonds	
Net Margin	—	8.43	9.88	Govt.	—	BB
ROE	—	10.50	13.48	AAA	—	B
ROA	—	5.09	5.00	AA	—	Below B
Debt/Capital	—	28.95	32.99	A	—	NR/NA
				BBB	—	100.00

**Fund Statistics**

Potential Cap Gains Exposure	-48.70
Avg Expense Ratio	1.61

## Risk Analysis



Risk and Return Statistics	3 Yr		5 Yr		10 Yr	
	Portfolio	Bmark	Portfolio	Bmark	Portfolio	Bmark
Standard Deviation	20.42	10.13	23.93	10.45	24.16	10.61
Mean	-3.93	4.17	-1.12	3.95	13.40	10.35
Sharpe Ratio	-0.28	0.27	-0.21	0.09	0.50	0.79

MPT Statistics	3 Yr		5 Yr		10 Yr	
	Portfolio	Bmark	Portfolio	Bmark	Portfolio	Bmark
Alpha	-9.14	-4.23	-1.69			
Beta	2.03	2.19	1.99			
R-squared	91	89	84			

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# Current Portfolio Portfolio for Gregory Client

**Portfolio Value**

\$100,000.00

Benchmark: Custom

**Total 6 holdings as of 06-30-2004**

	Type	Portfolio Holdings Date	% of Assets	Holding Value \$	1 Yr Ret %	3 Yr Ret %	5 Yr Ret %	10 Yr Ret %	Max Front Load %	Max Back Load %	Expense Ratio %
White Oak Growth Stock	MF	03-31-2004	20.00	20,000.00	22.79	-7.32	-6.68	12.88	0.00	0.00	1.07
MFS Strategic Value C	MF	04-30-2004	20.00	20,000.00	17.76	2.52	—	—	0.00	1.00	2.08
PBHG Growth	MF	03-31-2004	20.00	20,000.00	16.58	-10.55	-3.96	5.72	0.00	0.00	1.42
Spectra N	MF	11-30-2003	20.00	20,000.00	18.00	-5.05	-6.04	12.34	0.00	0.00	2.03
Gabelli Glob Telecomm	MF	03-31-2004	10.00	10,000.00	18.57	-3.87	-3.22	9.93	0.00	0.00	1.62
Weitz Hickory	MF	03-31-2004	10.00	10,000.00	30.62	1.84	-0.32	15.06	0.00	0.00	1.30

**Performance Disclosure**

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For more current information please visit <http://advisor.morningstar.com/familyinfo.asp>.

See Disclosure Page for Standardized Returns.

# Portfolio Snapshot Report Disclosure Statement

## General

Investment portfolios illustrated in this report can be scheduled or unscheduled. With an unscheduled portfolio, the user inputs only the portfolio holdings and their current allocations. Morningstar calculates returns using the given allocations assuming monthly rebalancing. Taxes, loads, and sales charges are not taken into account.

With "scheduled" portfolios, users input the date and amount for all investments into and withdrawals from each holding, as well as tax rates, loads, and other factors that would have affected portfolio performance. A hypothetical illustration is one type of scheduled portfolio.

Both scheduled and unscheduled portfolios are theoretical, for illustrative purposes only, and are not reflective of an investor's actual experience. For both scheduled and unscheduled portfolios, the performance data given represents past performance and should not be considered indicative of future results. Principal value and investment return of stocks, mutual funds, and variable annuity/life products will fluctuate, and an investor's shares/units when redeemed will be worth more or less than the original investment. Stocks, mutual funds, and variable annuity/life products are not FDIC-insured, may lose value, and are not guaranteed by a bank or other financial institution. Portfolio statistics change over time.

Used as supplemental sales literature, the Portfolio Snapshot Report must be preceded or accompanied by the fund/policy's current prospectus or equivalent. In all cases, this disclosure statement should accompany the Portfolio Snapshot Report. Morningstar is not itself an NASD-member firm. Information contained in the report is from the most recent information available to Morningstar.

Exchange-traded funds and closed-end funds trading on a secondary market may trade at, above, or below their net asset value (NAV). If these shares trade at a price above their NAV, they are said to be trading at a premium. Conversely, if they are trading at a price below their NAV, they are said to be trading at a discount. An exchange-traded or closed-end fund is not FDIC insured, may lose value, and is not guaranteed by a bank or other financial institution.

## Scheduled Portfolio Trailing Returns

Scheduled Portfolios are customized by the user to account for loads, taxes, cash flows, and specific investment dates. Scheduled portfolios use the portfolio's investment history to calculate final market values and returns. For scheduled portfolios, both individual holding and portfolio returns are internal-rate-of-return calculations that reflect the timing and dollar size of all purchases and sales. For stocks and mutual funds, sales charges and tax rates are taken into account as specified by the user (except in the pre-tax returns, which reflect the impact of sales charges but not taxes). Note that in some scheduled portfolio illustrations, dividends and capital gains distributions, if applicable, are reinvested at the end of the month in which they are made at the month-end closing price. This can cause discrepancies between calculated returns and actual investor experience.

## Scheduled Portfolio Returns-Based Performance Data

For scheduled portfolios, the monthly returns used to calculate alphas, betas, R-squareds, standard deviations, Sharpe ratios, and best/worst time-period data are internal rates of return.

## Important VA Disclosure for Scheduled Portfolios

For variable annuity products, policy level charges (other than front-end loads, if input by the advisor) are not factored into returns. When withdrawals and liquidations are made, increases in value over the purchase price are taxed at the capital gains rate that currently is in effect. This is not reflective of the actual tax treatment for these products, which requires the entire withdrawal to be taxed at the income tax rate. If adjusted for sales charges and the effects of taxation, the subaccount returns would be reduced.

## Scheduled Portfolio Investment Activity Graph

The historic portfolio values that are graphed are those used to track the portfolio when calculating returns.

## Unscheduled Portfolio Returns

Monthly total returns for unscheduled portfolios are calculated by applying the ending period holding weightings supplied by the user to an individual holding's monthly returns. When monthly returns are unavailable for a holding (ie. Due to it not being in existence during the historical period being reported), the remaining portfolio holdings are reweighted to maintain consistent proportions. Inception dates are listed in the Disclosure for Standardized and Tax Adjusted Returns. Trailing returns are calculated by geometrically linking these weighted-average monthly returns. Unscheduled portfolio returns thus assume monthly rebalancing. Returns for individual holdings are simple time-weighted trailing returns. Neither portfolio returns nor holding returns are adjusted for loads or taxes, and if adjusted for, would reduce the returns stated. The returns stated assume the reinvestment of dividends and capital gains. Mutual fund returns include all ongoing fund expenses. VA/VL returns reflect subaccount level fund expenses, including M&E expenses, administration fees, and actual ongoing fund level expenses.

## Unscheduled Portfolio Investment Activity Graph

The historic performance data graphed is extrapolated from the ending portfolio value based on the monthly returns.

## Benchmark Returns

Benchmark returns may or may not be adjusted to reflect ongoing expenses such as sales charges. An investment's portfolio may differ significantly from the securities in the benchmark.

Returns for custom benchmarks are calculated by applying user-supplied weightings to each benchmark's returns every month. Trailing returns are calculated by geometrically linking these weighted-average monthly returns. Custom benchmark returns thus assume monthly rebalancing.

## Standardized Returns

For mutual funds, standardized return is total return adjusted for sales charges, and reflects all ongoing fund expenses. Following this disclosure statement, standardized returns for each portfolio holding are shown.

For VA subaccounts, standardized return is total return based on its inception date within the separate account and is adjusted to reflect recurring and non-recurring charges such as surrender fees, contract charges, maximum front-end load, maximum deferred load, maximum M&E risk charge, administration fees, and actual ongoing fund-level expenses.

For VL subaccounts, standardized return is total return based on its inception date within the separate account and is adjusted to reflect recurring and non-recurring charges such as surrender fees, contract charges, maximum front-end load, maximum deferred load, maximum M&E risk charge, administration fees, and actual ongoing fund-level expenses. For VLs, additional fees specific to a VL policy such as transfer fees and cost of insurance fees, which are based on specific characteristics on an individual, are not included. If VL fees were included in the return calculations, the performance would have been significantly lower. An investor should contact their financial advisor and ask for a

## Portfolio Snapshot Report Disclosure Statement (continued)

personalized performance illustration, either hypothetical or historical, which reflects all applicable fees and charges including the cost of insurance. Please review the prospectus and SAI for more detailed information.

For ETFs, the standardized returns reflect performance, both at market price and NAV price, without adjusting for the effects of taxation or brokers commissions. These returns are adjusted to reflect all ongoing ETF expenses and assume reinvestment of dividends and capital gains. If adjusted, the effects of taxation would reduce the performance quoted.

The charges and expenses used in the standardized returns are obtained from the most recent prospectus and/or shareholder report available to Morningstar. For mutual funds and VA/VLs, all dividends and capital gains are assumed to be reinvested. For stocks, stock acquired via divestitures is assumed to be liquidated and reinvested in the original holding.

### Non-Standardized Returns

For mutual funds, non-standardized return is total return adjusted for sales charges and reflects all ongoing fund expenses for various time periods. Non-Standardized performance returns assume reinvestment of dividends and capital gains. If adjusted for sales charges and the effects of taxation, the mutual fund returns would be reduced.

For VA and VL subaccounts, non-standardized returns illustrate performance that is adjusted to reflect all actual ongoing subaccount-level expenses including M&E risk charges and underlying fund-level expenses for various time periods. Non-Standardized performance returns assume reinvestment of dividends and capital gains. If adjusted for sales charges and the effects of taxation, the subaccount returns would be reduced.

### Investment Advisory Fees

The investment(s) returns do not necessarily reflect the deduction of all investment advisory fees. Client investment returns will be reduced if additional advisory fees are incurred such as deferred loads, redemption fees, wrap fees, or other account charges.

### Investment Style

The Morningstar® Style Box™ combines the various funds investment strategies. For the equity style box, the vertical axis shows the market capitalization of the stocks owned and the horizontal axis shows investment style (value, blend, or growth). For the fixed-income style box, the vertical axis shows the average credit quality of the bonds owned and the horizontal axis shows interest rate sensitivity as measured by a bond's duration (short, intermediate, or long).

### Risk and Return

Standard deviation is a statistical measure of the volatility of a portfolio's returns around its mean.

Mean represents the annualized geometric return for the period shown.

Sharpe ratio uses a portfolio's standard deviation and total return to determine reward per unit of risk.

Alpha measures the difference between a portfolio's actual returns and its expected performance, given its beta and the actual returns of the benchmark index. Alpha is often seen as a measurement of the value added or subtracted by a portfolio's manager.

Beta is a measure of the degree of change in value one can expect in a portfolio given a change in value in a benchmark index. A portfolio with a beta greater than one is generally more volatile than its benchmark index, and a portfolio with a beta of less than one is generally less volatile than its benchmark index.

R-squared reflects the percentage of a portfolio's movements that are explained by movements in its benchmark index, showing the degree of correlation between the portfolio and a benchmark. This figure is also helpful in assessing how likely it is that alpha and beta are statistically significant.

### Fundamental Analysis

The below referenced data elements are a weighted average of the equity holdings in the portfolio.

The median market capitalization of a subaccount's equity portfolio gives you a measure of the size of the companies in which the subaccount invests.

The Price/Cash Flow ratio is a weighted average of the price/cash-flow ratios of the stocks in a subaccounts portfolio. Price/cash-flow shows the ability of a business to generate cash and acts as a gauge of liquidity and solvency.

The Price/Book ratio is a weighted average of the price/book ratios of all the stocks in the underlying fund's portfolio. The P/B ratio of a company is calculated by dividing the market price of its stock by the company's per-share book value. Stocks with negative book values are excluded from this calculation.

The Price/Earnings ratio is a weighted average of the price/earnings ratios of the stocks in the underlying fund's portfolio. The P/E ratio of a stock is calculated by dividing the current price of the stock by its trailing 12 months' earnings per share. In computing the average, Morningstar weights each portfolio holding by the percentage of equity assets it represents.

The Price/Sales ratio is a weighted average of the price/sales ratios of the stocks in the underlying fund's portfolio. The P/S ratio of a stock is calculated by dividing the current price of the stock by its trailing 12 months' revenues per share. In computing the average, Morningstar weights each portfolio holding by the percentage of equity assets it represents.

The return on assets (ROA) is the percentage a company earns on its assets in a given year. The calculation is net income divided by end-of-year total assets, multiplied by 100.

The Return on Equity (ROE) is the percentage a company earns on its shareholders' equity in a given year. The calculation is net income divided by end-of-year net worth, multiplied by 100.

Market Maturity shows the percentage of a holding's common stocks that are domiciled in developed and emerging markets.

The below referenced data elements listed below are a weighted average of the fixed income holdings in the portfolio.

The average credit quality is derived by taking the weighted average of the credit rating for each bond in the portfolio.

Average maturity is used for holdings in the taxable fixed-income category, this is a weighted average of all the maturities of the bonds in a portfolio, computed by weighting each maturity date by the market value of the security. Credit quality breakdowns are shown for corporate-bond holdings and depicts the quality of bonds in the underlying portfolio. The analysis reveals the percentage of fixed-income securities that fall within each credit-quality rating as assigned by Standard & Poors or Moody's.

## Portfolio Snapshot Report Disclosure Statement (continued)

Debt as a percentage of capital is calculated by dividing long-term debt by total capitalization (the sum of common equity plus preferred equity plus long-term debt). This figure is not provided for financial companies.

Duration is a time measure of a bonds interest-rate sensitivity.

Net Margin is a measure of profitability. It is equal to annual net income divided by revenues from the same period for the past five fiscal years, multiplied by 100.

Type Weightings divide the stocks in a given holding's portfolio into eight type designations each of which defines a broad category of investment characteristics. Not all stocks in a given holding's portfolio are assigned a type. These stocks are grouped under NA.

The below referenced data elements listed below are a weighted average of the total holdings in the portfolio.

The average expense ratio is the percentage of assets deducted each year for underlying fund operating expenses, management fees, and all other asset-based costs incurred by the fund, excluding brokerage fees.

Potential capital gains exposure is the percentage of a holdings total assets that represent capital appreciation.

### Investment Risk

**Market Price Risk:** The market price of ETFs traded on the secondary market is subject to the forces of supply and demand and thus independent of the ETFs NAV. This can result in the market price trading at a premium or discount to the NAV which will affect an investors value.

**Market Risk:** The market prices of ETFs can fluctuate as to the result of several factors such as security-specific factors or general investor sentiment. Therefore, investors should be aware of the prospect of market fluctuations and the impact it may have on the ETF market price.

**International Emerging Market Funds/Subaccounts:** The investor should note that funds and subaccounts that invest in international securities take on special additional risks. These risks include, but are not limited to, currency risk, political risk, and risk associated with varying accounting standards. Investing in emerging markets normally accentuates these risks.

**Sector Funds/Subaccounts:** The investor should note that funds and subaccounts that invest exclusively in one sector or industry involve additional risks. The lack of industry diversification subjects the investor to increased industry-specific risks.

**Non-Diversified Funds/Subaccounts:** The investor should note that funds or subaccounts that invest more of their assets in a single issuer involve additional risks, including share price fluctuations, because of the increased concentration of investments.

**Small Cap Funds/Subaccounts:** The investor should note that funds and subaccounts that invest in stocks of small companies involve additional risks. Smaller companies typically have a higher risk of failure, and are not as well established as larger blue-chip companies. Historically, smaller-company stocks have experienced a greater degree of price volatility than the overall market average.

**Mid Cap Funds/Subaccounts:** The investor should note that funds and subaccounts that invest in companies with market capitalizations below \$10 billion involve additional risks. The securities of these companies may be more volatile and less liquid than the securities of larger companies.

**High-Yield Bond Funds/Subaccounts:** The investor should note that funds and subaccounts that invest in lower-rated debt securities (commonly referred to as junk bonds) involve additional risks because of the lower credit quality of the securities in the portfolio. The investor should be aware of the possible higher level of volatility and increased risk of default.

**Tax-Free Municipal Bond Funds:** The investor should note that the income from tax-free municipal bond funds may be subject to state and local taxation and the Alternative Minimum Tax.

# Custom Benchmark Disclosure

Benchmark: Custom

## Portfolio Name: Current Portfolio

	Ticker	Security type	Allocation %
Russell 2000	IUX	IDX	20.00
Russell 1000	RUI.X	IDX	40.00
Lehman Brothers Aggregate Bond	X100M9	IDX	40.00

## Lehman Brothers Aggregate Bond:

Govt/Credit Index, the Mortgage-Backed Securities Index, and the Asset-Backed Securities Index.

## Russell 1000 Index:

Consists of the 1000 largest companies within the Russell 3000 index, which represents approximately 98% of the investable US equity market. Also known as the Market-Oriented Index, because it represents the group of stocks from which most active money managers choose.

## Russell 2000 Index:

Consists of the 2000 smallest companies in the Russell 3000 Index.

## Disclosure for Standardized and Tax Adjusted Returns

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end please visit <http://advisor.morningstar.com/familyinfo.asp>

After-tax returns are calculated using the highest individual federal marginal income tax rates, and do not reflect the impact of state and local taxes. Actual after tax returns depend on the investor's tax situation and may differ from

those shown. The after tax returns shown are not relevant to investors who hold their fund shares through tax-deferred arrangements such as 401(k) plans or an IRA. After-tax returns exclude the effects of either the alternative minimum tax or phase-out of certain tax credits. Any taxes due are as of the time the distributions are made, and the taxable amount and tax character of each distribution is as specified by the fund on the dividend declaration date. Due to foreign tax credits or realized capital losses, after-tax returns may be greater than before tax returns. After-tax returns for exchange-traded funds are based on net asset value.

Annualized returns 06-30-2004									
Standardized Returns (%)	1Yr	5Yr	10Yr	Since Inception	Inception Date	Max Front Load %	Max Back Load %	Expense Ratio %	
Gabelli Glob Telecomm	18.57	-3.22	9.93	9.22	11-1993	NA	NA	1.62	
MFS Strategic Value C	17.76	7.35	--	2.89	12-2000	NA	1.00	2.08	
PBHG Growth	16.58	-3.96	5.72	11.28	12-1985	NA	NA	1.42	
Spectra N	18.00	-6.04	12.34	10.90	07-1969	NA	NA	2.03	
Weitz Hickory	30.62	-0.32	15.06	13.75	04-1993	NA	NA	1.30	
White Oak Growth Stock	22.79	-6.68	12.88	11.24	08-1992	NA	NA	1.07	
<b>Standard &amp; Poor's 500</b>	<b>19.10</b>	<b>-2.20</b>	<b>11.82</b>	--	--				
<b>Lehman Bro's Agg Bond Index</b>	<b>0.33</b>	<b>6.95</b>	<b>7.39</b>	--	--				
<b>MSCI EAFE Index Ndtr_D</b>	<b>32.37</b>	<b>0.06</b>	<b>4.06</b>	--	--				

Returns after Taxes (%)	on Distribution					on Distribution and Sales of Shares			
	1Yr	5Yr	10Yr	Since Inception	Inception Date	1Yr	5Yr	10Yr	Since Inception
Gabelli Glob Telecomm	18.57	-4.47	8.48	7.84	11-1993	12.07	-3.05	8.23	7.62
MFS Strategic Value C	17.76	--	--	2.89	12-2000	11.54	--	--	2.47
PBHG Growth	16.58	-4.75	5.28	9.21	12-1985	10.78	-3.18	5.11	8.99
Spectra N	18.00	-6.74	9.05	8.47	07-1969	11.70	-5.17	8.79	8.34
Weitz Hickory	30.21	-1.32	13.79	12.52	04-1993	19.89	-0.60	12.97	11.80
White Oak Growth Stock	22.79	-6.70	12.83	11.16	08-1992	14.81	-5.55	11.60	10.13