WELLS FARGO ADVISORS

Wentworth, Hauser & Violich

RECOMMENDED

International Equity (Large-Cap Growth ADR)

Firm Information:

Location:	San Francisco, CA	
Year Founded:	1937	
Total Employees:	81	

	Firm	Product
Assets ($mil):	16,880	13,290
Accounts:	27,088	25,448

Key Personnel:

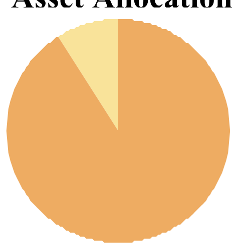
Richard K. Hirayama
Senior Vice President, Portfolio Manager

Timothy J. Allen
Senior Vice President, Portfolio Manager

Steve Moore
Vice President, Portfolio Manager

Tom Swoffer
Vice President, Portfolio Manager

Asset Allocation



International Equity	91.12%
Cash Alternatives	8.88%

Overview

Wentworth, Hauser & Violich (Wentworth) was founded in San Francisco in 1937 under the name Burgess, Wentworthas an investment counselor to individuals. In 1962 it was registered under the Investment Advisors Act of 1940. Kurt Hauser and Paul Violich joined the firm in 1966. The firm was purchased by the Laird Norton Financial Group in May 1994. Following the purchase of the firm, it remained a stand-alone entity operating as an autonomous unit with its investment philosophy, strategies, policies and personnel remaining unchanged.

Process

WHV utilizes a five-step, top-down investment process. First, the relative attractiveness of 10 global economic sectors is analyzed. Second, the potential of 67 industry groups is examined. Third, the attractiveness of 51 countries is analyzed. Fourth, a universe of 700 foreign equity securities is researched. Lastly, a portfolio of 30 to 60 stocks is constructed representing economic sectors that have the potential for long-term earnings growth.

The team has created screens that look at the individual securities' propensity for future dynamic earnings growth and for firms that have exhibited superior price momentum. While some attention is paid to the selection of the individual holdings in the portfolio, macro-economic forces drive Wentworth's investment process. Stock selection is largely driven by a combination of macro-economic screens, combined with a selection of the largest names in each of the preferred sectors. Wentworth pays limited attention to the fundamental analysis of the holdings. The firm's sell discipline is an ongoing assessment of the following factors that may trigger the elimination of a stock from the portfolio: fundamentals of the company indicate signs of deterioration; industry outlook weakens; change in management; negative earnings surprise; SEC investigations; questionable accounting changes.

The firm constructs a portfolio of between 30-50 names. The strategy may invest up to 40% in any one sector in order to provide some limit on the size of the position, but there is no country maximum. In addition, individual securities may be purchased up to 5% of the portfolio at cost and may grow to a maximum of 10% before they must be trimmed. The team may hold up to 10% in cash and may maintain emerging markets exposure of up to 10% of the portfolio. Turnover has traditionally has been around 50%, although it is prone to be much higher when exiting and entering new sectors. The strategy does not practice currency hedging.

Summary

Wentworth Hauser & Violich's performance has been favorable versus the MSCI EAFE Index in both up markets and down markets, and in both growth and value-oriented markets. While the volatility of the strategy has been Index-like thus far, it has the propensity to exceed the volatility of the MSCI EAFE Index when the sector bets do not pan out.

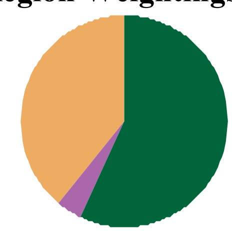
While the strategy is an attractive investment alternative, it is best suited as an element of an international component of a multi-manager portfolio. Only those clients with a willingness to withstand a high level of short-term volatility should use it as a stand-alone international manager in a multi-manager setting.

Top 10 Holdings*

Security Name	Pct of Portfolio
BHP BILLITON LTD	6.00%
POTASH CORP OF	5.80%
SCHLUMBERGER LTD	5.30%
RIO TINTO PLC	5.20%
NOBLE CORP	4.90%
NESTLE S A REG ADR	4.70%
VALLEY SYSTEMS INC	4.30%
NABORS INDUSTRIES LTD	4.20%
TENARIS S A	4.10%
TRANSOCEAN LTD	4.00%

*The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified were or will be profitable.

Region Weightings



Asia	0.00%
Europe	56.83%
Latin America	4.20%
USA	0.00%
Other	38.97%
Not Available	0.00%

Portfolio Characteristics

P/E Ratio: 12.12 P/B Ratio: 3.10 Div Yield: 1.52 EPS: 9.88 Avg Mkt Cap: 62,931 Turnover: 0.00 # of Securities: 31