YOUR OPPORTUNITY FOR

OPPORTUNITY

WINTRUST®
WEALTH MANAGEMENT

INVESTMENTS • TRUST • ASSET MANAGEMENT


WINTRUST
WEALTH MANAGEMENT

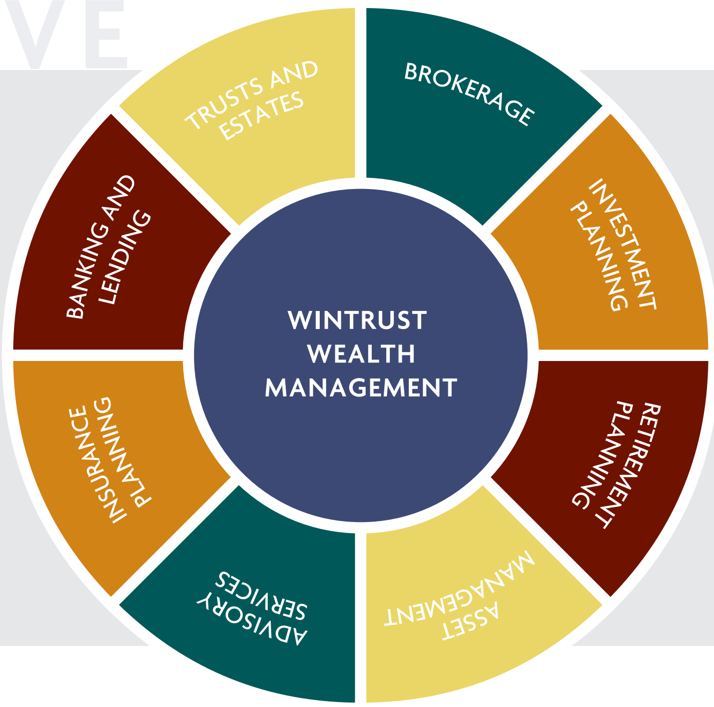
We believe that Wintrust Wealth Management offers the best of both worlds—the technology, products, benefits, and business development opportunities of a large corporation as well as the supportive culture, reputation for personal service, and lasting client relationships of a boutique firm.

Who We Are

"With full investments, trust, and asset management capabilities, and specialty resources including insurance partners, business owner services, and our own bond desk, we firmly believe we equip Advisors to best meet the increasingly complex financial needs of their clients."

Tom Zidar
Chairman and CEO,
Wintrust Wealth Management

COMPREHENSIVE



At Wintrust Wealth Management, we offer a full complement of financial solutions to our clients. In addition to comprehensive investment services through Wintrust Investments, our Financial Advisors have access to the expertise and product capabilities of both our in-house trust company, The Chicago Trust Company, and our asset management group, Great Lakes Advisors. These capabilities, coupled with the products available through our partnerships with insurance and 401(k) providers, allow our Financial Advisors to offer their clients a complete range of wealth management services. We firmly believe this positions our Financial Advisors to best meet the increasingly complex financial needs of their clients.

Furthermore, our Financial Advisors have the ability to offer clients a full complement of banking services through our parent company, Wintrust Financial Corporation. Headquartered in Rosemont, Illinois, Wintrust operates 24 financial services companies focused on the Chicago and southern Wisconsin markets, including community banks. Wintrust is a public financial services company traded on the NASDAQ exchange under the ticker WTFC.

Altogether, our Financial Advisors are able to offer their clients truly comprehensive financial services.

Who We Are

ESTABLISHED

Since our founding on February 11, 1931, we have been an important part of Chicago's financial fabric. Built on a belief in the importance of objectivity and an adherence to the highest standards of service and integrity when providing investment advice, we have forged a strong reputation for quality service and impeccable ethics. For more than three-quarters of a century, we have provided trusted financial advice and have been rewarded with an uncommon level of client loyalty. The majority of our clients have been with us for over a decade, and many have been with us for generations.

Today, we stand as one of Chicago's oldest and most reputable wealth management firms. In total, our over 170 financial services professionals in Illinois, Wisconsin, and Indiana manage or administer nearly $25 billion in assets for our 60,000 clients.

COLLEGIAL

We take great pride in the level of service we provide our clients, and we work to cultivate a supportive culture that fosters this commitment to service. Our culture reflects our values. New Financial Advisors will find a peer group that is welcoming, supportive, experienced, professional, and collaborative. This boutique environment both reflects and reinforces our most closely held values: we treat our clients like family; we are dependable; and integrity is the cornerstone of how we conduct business.

Unlike those at many larger institutions, our Advisors are on a first-name basis with our Chicago support teams including Operations, Compliance, Sales and Product Management, Marketing, and Technology. You will find senior management both accessible and welcoming of your ideas. Our supportive environment and team atmosphere will allow you to continue developing your skills and knowledge while working in a positive, welcoming, and enriching environment.

Your Career Opportunity

Steve Becker
Senior Vice President, Investments
Wintrust Wealth Management

"There are plenty of great things about working as a Financial Advisor at Wintrust Wealth Management, but one of the most important is the freedom to conduct your business as you see fit."

Your Career Opportunity

FREEDOM

We believe that independence and entrepreneurialism encourage unconfined, long-term thinking and truly objective, unbiased investment advice. Accordingly, we believe that our Financial Advisors should have the freedom to choose how to structure their business. We foster an entrepreneurial environment that allows your clients' needs to guide the way in which you conduct your business. There are no sales quotas or product requirements, and we have never made markets in securities, assuring that our clients receive recommendations with only their goals in mind. As one of our Financial Advisors, you will have complete independence regarding client decisions and business development, allowing you to establish your own niche within the firm. You also have the flexibility to choose to work either as a Advisor in one of our many Wintrust bank offices, or as an Advisor in our downtown Chicago or Appleton, Wisconsin offices.

With the freedom to run your business as you choose and the tools and resources you receive at Wintrust Wealth Management, we are confident that you and your clients will reach new levels of success with us.

BANK MODEL

Advisors in the Wintrust bank network collaborate with their bank partners to serve bank customers as well as the broader community in which they operate. They have access to an enormous prospect base and warm leads from bank presidents, commercial lenders, and personal bankers via our referral program. With Wintrust continuing to add new branches every year, the bank environment presents tremendous growth opportunities for enterprising Advisors.

TRADITIONAL MODEL

As an alternative to working in our bank network, Advisors can choose to work in either our downtown Chicago headquarters or our Appleton office. Here, they develop their business autonomously, free to generate business however they wish. With direct access to senior management, and a large group of Advisors to collaborate with and learn from, this opportunity offers a uniquely collegial team environment in which to grow your business.

O P P O R T

UNITY...

At Wintrust Wealth Management, we do not believe in limits – **WE BELIEVE IN YOU.**

Your Career Opportunity

SUPPORT

A CLIENT-CENTRIC PROCESS

A transition team will work closely with you during the critical first months of your career with us. You will receive support with contacting clients and producing your personal marketing materials, as well as with introductory mailing campaigns, legal support, and all the necessary training and orientation you need to get up and running quickly and ensure your transition is smooth and successful.

SUPPORT TEAMS

As one of our Financial Advisors, you will also receive ongoing technical, administrative, and business development support. Our Operations group, Sales and Product Management team, and Marketing staff are committed to your success and the growth of your business. With access to Compliance and senior management staff, as well as the collegial support of experienced peers, you will have all the support necessary for your career to flourish.

From the moment you begin your career with us, you will benefit from the same personal service and attention for which we pride ourselves in providing our clients. As an "internal client," our sales support groups will work closely with you to help both you and your clients succeed.

Your Career Opportunity

RESOURCES

TECHNOLOGY AND PRODUCTS

Our Advisors benefit from the state-of-the-art technology platform provided by our partner First Clearing[1]. Through this partnership, we private label the products and services of, and have access to, the same research as the second largest investment firm in the country. Our Advisors are able to deliver an expansive array of competitive products and services to our clients in a manner consistent with our open architecture philosophy. This platform, coupled with our asset management company's offerings, gives our Financial Advisors the freedom to select from a broad palette of both proprietary and non-proprietary managed products to meet their clients' needs.

In addition, our Fixed Income Trading Desk offers an internal source for all types of bonds and other fixed income instruments, and is able to help our Advisors create custom solutions to meet their clients' fixed income needs.

As a benefit of our parent Wintrust, you will also be able to offer clients a unique cash instrument, Insured Bank Deposits™ (IBD), providing full liquidity, FDIC insurance up to $3.75 million, and a very competitive tiered rate structure. Lastly, our Advisors can take advantage of our established insurance partnerships to find comprehensive insurance and wealth transfer solutions.

A Rewarding Future

REWARDS

At Wintrust Wealth Management, we believe that our talented, ethical, and enterprising Financial Advisors deserve to be rewarded with highly competitive compensation. We also recognize the importance of a pay-for-performance philosophy in nurturing an entrepreneurial spirit. As such, we offer one of the most attractive compensation packages in the market.

CASH COMPENSATION

We reward our Financial Advisors with a very competitive grid that differentiates between transactional and non-transactional business. Our program recognizes growth, teamwork, and the use of managed money programs—aspects of Advisors' business that we feel reflect the best for your clients, your business, and the firm.

DEFERRED COMPENSATION REWARDS

In addition to your monthly compensation and annual cash bonus award, we offer a truly exceptional deferred compensation program. Wintrust Wealth Management funds this program in its entirety and rewards Advisors up to 5% of gross annual production, vesting over a five year period.

BENEFITS

Finally, we offer a broad range of attractive benefits that only a large corporation like our parent, Wintrust Financial Corporation, can provide. From medical and dental coverage and life and disability insurance, to 401(k) matching, an attractive employee stock purchase program, and flexible spending accounts, our Advisors enjoy a highly competitive set of benefits.

To learn more, visit wintrustwealth.com/FA

wintrustwealth.com/FA

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1. First Clearing is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company.