



**Vanguard Asset
Management Services™**

P.O. Box 709
Valley Forge, PA 19482-0709

vanguard.com

Turn to a trusted partner for ongoing asset management

Dear Investor,

Thank you for your interest in Vanguard Asset Management Services. If you feel that managing your financial life demands more time and attention than you want to give, you may be ready for help from an experienced professional. As an Asset Management Services client, you'll partner with a financial advisor who understands your goals and will tailor a plan to help you meet them. Your benefits will include:

- **Ongoing personal attention** from a dedicated financial advisor.
- **Time-tested strategies** to support your investment goals.
- **Objective, straightforward advice** from professionals who work for you, not a commission.
- **A team of specialists** for help with more complex issues like estate planning, tax efficiency, and college saving.
- **Management fees** among the lowest in the industry, and funds that cost you no more than they cost us to run them.

The enclosed brochure provides more details about Vanguard Asset Management Services. If you have questions—or if you're ready to get started—call us at **800-335-2412** on business days from 8:30 a.m. to 6 p.m., Eastern time. We'll be happy to help.

Sincerely,

Douglas R. Mento
Principal
Vanguard Asset Management Services

For more information about Vanguard funds, visit vanguard.com, or call 800-335-2412, to obtain a prospectus. Investment objectives, risks, charges, expenses, and other important information about a fund are contained in the prospectus; read and consider it carefully before investing.

All investing is subject to risk, including the possible loss of principal.

Vanguard provides its services to the Vanguard funds and ETFs at cost.

Vanguard Asset Management Services are provided by Vanguard National Trust Company, which is a federally chartered, limited-purpose trust company operated under the supervision of the Office of the Comptroller of the Currency.

The ongoing advice you want
from a partner you can trust

Vanguard Asset Management Services™



Vanguard®



Vanguard Asset Management Services' respected principles and trustworthy service can help you meet your financial goals with confidence.

Is an ongoing partnership with a financial advisor right for you?

As a concerned investor, you may have given serious thought to questions like:

- How can I spend less time worrying about my assets?
- Where should I turn if I'm not comfortable managing my assets on my own?
- What are the right steps to take as I prepare to retire?
- How can I make withdrawals from my portfolio tax efficiently?
- How do I provide for my family and future generations?

If you have investable assets of \$500,000 or more, Vanguard Asset Management Services could be what you're looking for. You'll receive ongoing attention from a dedicated financial advisor who understands you and your financial needs and will give your portfolio the care it deserves.

Your financial advisor will:

- **Partner** with you to build a customized investment program for any life stage.
- **Focus** on disciplined portfolio management, rather than market noise, to help keep your investments on track.
- **Create** a tax-efficient asset withdrawal strategy to help meet your living expenses and achieve your financial goals.
- **Provide** resources to address more complex financial planning issues, such as estate planning, tax efficiency, charitable giving, and trust services.
- **Connect** with you regularly through personal contact, including videoconferencing and in-depth quarterly performance reviews.

Keep in mind that while we manage and monitor your portfolio, you can stay as involved as you want to be in each critical investment decision.

What sets us apart?

Here are some of the benefits that help make Vanguard Asset Management Services an industry standout:

Ongoing personal attention

Your financial advisor is committed to serving your financial needs. You'll build a solid partnership as you collaborate to discuss your goals and create a plan to help you meet them. Plus our low client-to-advisor ratio means there's more consulting time available for you.

As much participation as you want

While your financial advisor will oversee your portfolio, you can be as involved as you want to be. Your financial advisor will contact you on a regular basis, but you're also encouraged to call at any time.

Vanguard's disciplined approach

Your investment program will follow a disciplined, long-term approach that focuses on managing risk through appropriate asset allocation and diversification. We adhere to proven principles—rather than short-term strategies or the latest trends—to create a plan based on a custom mix of low-cost, tax-efficient mutual funds.

An easy way to connect

You can meet with your financial advisor face-to-face—and even share documents—from anywhere in the United States through video-conferencing.

Exceptional value

Our outstanding service, investment expertise, and low costs add up to one of the best values you'll find for asset management—a fact supported by our extraordinary client retention rate.

Expertise customized for your needs

Our advisory services are designed to provide you with tailor-made advice from a salaried Certified Financial Planner™ professional, so you can be sure your financial needs will be addressed by an expert.

Stewardship, not salesmanship

You'll receive financial advice based solely on your needs. Because your financial advisor is salaried and receives no commissions, there's never any sales pressure. Our advisors focus on providing service *for* you—not selling *to* you.

Investing involves risk, and fluctuations in the financial markets and other factors may cause declines in account value. There's no guarantee that a particular asset allocation or fund mix will meet objectives or provide a given income.

Diversification doesn't ensure a profit or protect against a loss in a declining market.

Lower costs can mean higher value for you

Vanguard's ownership structure is unique. We're owned by the funds, which are owned by clients like you. With no outside owners to satisfy, you'll benefit from low asset

management fees and at-cost Vanguard funds—the funds cost you no more than what they cost us to run them. The result? More of your money can stay in your portfolio working for you.

Vanguard fund costs versus the industry average

	Vanguard mutual funds	Mutual fund industry*
Average expense ratio	0.19%	1.11%

Asset management fees

Assets under management (minimum assets: \$500,000)	Annual fee**
First \$1 million	0.70%
Next \$1 million	0.35%
Subsequent amounts	0.20%

Total costs

Assets under management	\$1 million	\$2 million	\$5 million
Asset management fee	0.70%	0.53%	0.33%
Average cost of Vanguard mutual funds	0.19%	0.19%	0.19%
Total Vanguard cost	0.89%	0.72%	0.52%

Vanguard's average expense ratio represents approximately one-fifth the industry average. You'll enjoy even lower costs when you invest in Vanguard Admiral™ Shares, a share class of Vanguard funds with expense ratios below our already low-cost Vanguard Investor Shares.

The minimum amounts needed to purchase Admiral Shares are \$10,000 for most of our broad-market index funds and \$50,000 for most actively managed funds. Talk with your Vanguard investment professional or read the prospectus for more information about the advantages of investing in Vanguard Admiral Shares.

*Source: Lipper Inc., December 31, 2012.

**The annual service fee, payable quarterly, is based on the market value of assets under management at the end of each quarter. A minimum of \$500,000 is necessary to establish a relationship; other eligibility criteria apply. The minimum annual asset management fee is \$4,500; a different fee schedule applies to qualified plans and relationships with \$10 million or more. There's an additional fee for trust services/fiduciary accounts.

Vanguard is client-owned. As a client-owner, you own the funds that own Vanguard.

Services provided by Vanguard to the Vanguard funds and ETFs are at cost.

A strategy created just for you

We recognize that when it comes to managing your assets, one strategy doesn't fit all, and the approach we take with you depends on where you are in your financial life.



Still building your portfolio?

How can I invest wisely for several goals, like retirement and college?

We will . . .

- Help you prioritize your goals.
- Recommend appropriate types of accounts (such as an IRA or a 529 college plan).
- Establish a diversified asset allocation that fits *your* situation.

I want my decisions to be the best for my investments in the long run.

- Apply Vanguard's principles to construct a strategy that mitigates costly mistakes such as overlapping of holdings, market-timing, and chasing returns.



Retiring within five to ten years?

How can I stay on track to retire if I still have major expenses like college and a mortgage?

We will . . .

- Analyze your investments and projected spending to help you plan a suitable strategy for both your short- and long-term goals.

I want my retirement assets in a trusted place that I can get to easily, if needed.

- Help you consolidate your assets at Vanguard—a company known for stability and integrity—to give you one clear financial picture.
- Design a plan for withdrawing assets tax efficiently.



Living in retirement?

How can I preserve my investments and maintain my standard of living?

We will . . .

- Establish an asset allocation and diversify your portfolio to help your assets grow and last throughout retirement.
- Help set up a withdrawal plan to meet your needs in retirement.

I need to create an appropriate retirement withdrawal strategy.

- Help you determine how much you can safely withdraw from your portfolio annually.
- Identify the accounts to withdraw from, based on a tax-efficient and risk-management perspective.

I feel that I don't have the time or ability to keep track of all my accounts.

- Monitor your portfolio and see that your assets are working toward your goals, and make your outside accounts a part of your overall plan.

How can I reduce the effects of taxes and expenses on my returns?

- Create a portfolio of low-cost, tax-efficient mutual funds that's designed for the long term.

I want to develop a withdrawal strategy so I'll be prepared for retirement.

- Manage and readjust your portfolio as you near retirement.
- Assist you in the transition from accumulating assets to withdrawing tax efficiently from them.

How do I know the best time to start taking Social Security?

- Identify pertinent factors, such as your health history, family longevity, and your plans for working in retirement.
- Evaluate strategies that may be appropriate for you.

I want to provide for my heirs without causing too much loss to taxes.

- Set up a complimentary consultation with an estate planning and trust professional to discuss your estate plan.
- Collaborate with your attorney and other advisors to develop an estate plan that can achieve your goals.

I want to establish a trust and appoint a trustee who can serve for the long term.

- Act as a trustee to administer and manage your assets in accordance with your trust document, and ensure a stable, continuous trust relationship for your beneficiaries.

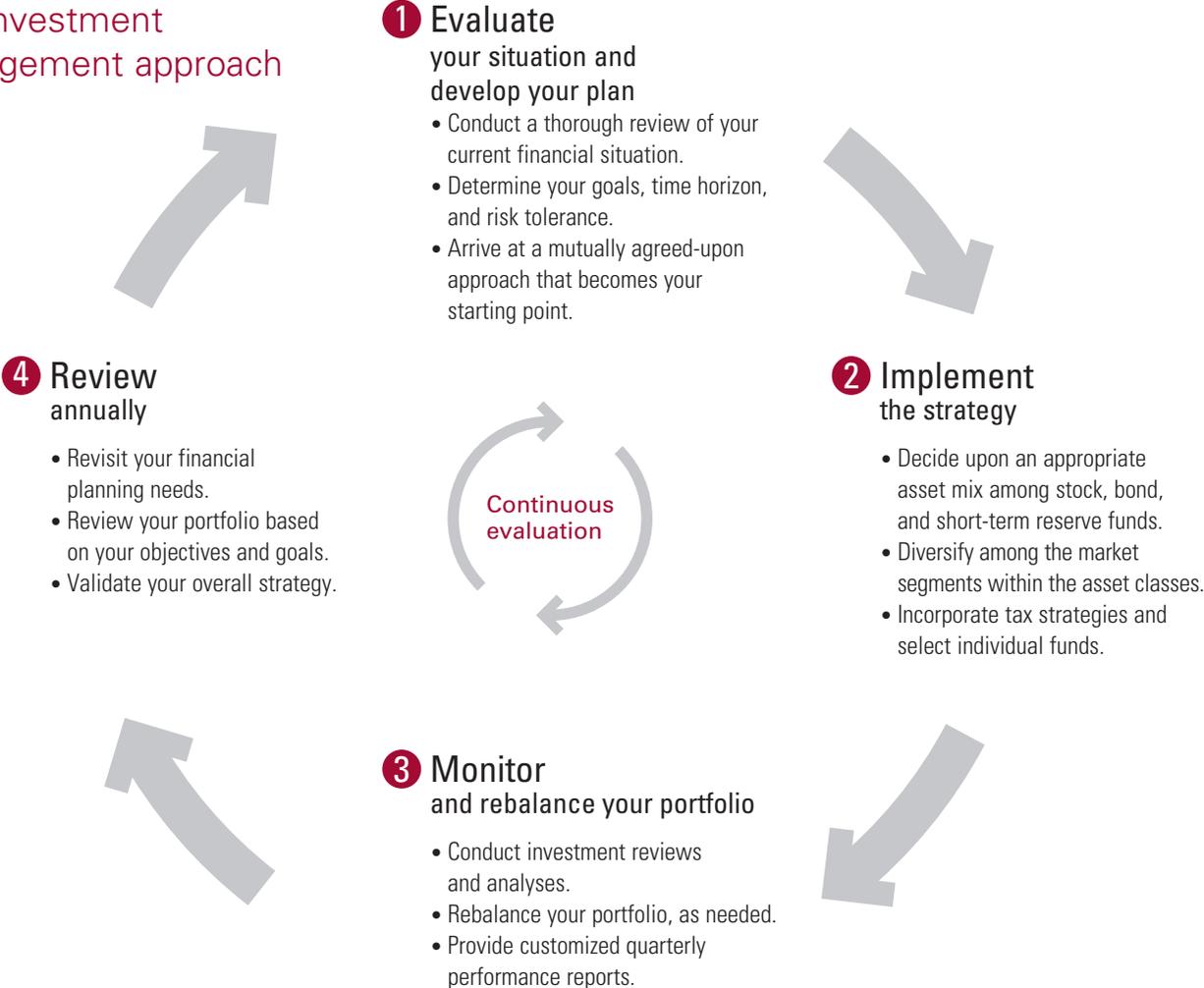
Here's how it works

Before developing your financial plan, your financial advisor will become familiar with more than just your financial information: We want to understand your concerns, your visions for retirement, and many other factors critical to creating your plan.

Your financial advisor will consider this information, as well as a review of your income and expenses, to create an appropriate investment portfolio and suitable spending plan that takes into account your risk tolerance and goals. Once your plan is established, your advisor will review it regularly and make adjustments as your financial situation changes.

You'll partner with your financial advisor to design a customized plan based on Vanguard's disciplined methodology.

Our investment management approach



Access a team of specialists

You and your financial advisor can get professional, in-depth input on a range of topics that includes:

- **Estate planning.** Discover how to help ensure that your family's financial needs are met and your assets are distributed in a proper manner to the people and organizations you want to benefit.
- **Trust services.** Understand the value a trust can add to your estate plan and the importance of selecting a trustee who can provide an objective, continuous trust relationship for your heirs.
- **Tax efficiency.** Keep up to date on tax law changes, and learn about strategies to reduce income taxes, estate taxes, gift taxes, and more.
- **College saving.** Learn how to set aside what you need for your child's or grandchild's education through 529 plans and other savings options.
- **Charitable giving.** Get details about vehicles like charitable trusts and donor-advised funds, and determine the most effective and tax-efficient way to support your favorite causes.
- **Long-term care.** Review long-term care options and develop a plan to help pay for your potential long-term care needs.

Your financial advisor will be your primary source of guidance, but some situations may call for help from our team of specialists.

Ask us to help **manage your trusts**

You can also benefit from comprehensive trust services offered by Vanguard Asset Management Services.

We can serve as your trustee now, step in as successor trustee later on, or handle just the investment management of your trust assets.

Whatever your trust needs, we'll be there to help you and your family.

Ready for the **next step?**

Call **800-335-2412** on business days from 8:30 a.m. to 6 p.m., Eastern time, to talk with a specialist about Vanguard Asset Management Services.

The specialist will help you determine whether an ongoing advisory relationship is right for you and will introduce you to your personal financial advisor if you're ready to get started.

You can expect honest answers with no pressure. It's the way we do business at Vanguard.



Personal attention from your dedicated financial advisor—together with our reasonable fees and fund costs that are among the lowest in the industry—can add value to your portfolio.



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Connect with Vanguard® > vanguard.com/ongoingadvice > 800-335-2412

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Bond funds are subject to the risk that an issuer will fail to make payments on time, and that bond prices will decline because of rising interest rates or negative perceptions of an issuer's ability to make payments.

For more information about Vanguard funds, visit vanguard.com, or call 800-662-7447, to obtain a prospectus. Investment objectives, risks, charges, expenses, and other important information about a fund are contained in the prospectus; read and consider it carefully before investing.

For more information about any 529 college savings plan, contact the plan provider to obtain a Program Description, which includes investment objectives, risks, charges, expenses, and other information; read and consider it carefully before investing. If you are not a taxpayer of the state offering the plan, consider before investing whether your or the designated beneficiary's home state offers any state tax or other benefits that are only available for investments in such state's qualified tuition program. Vanguard Marketing Corporation serves as distributor and underwriter for some 529 plans.