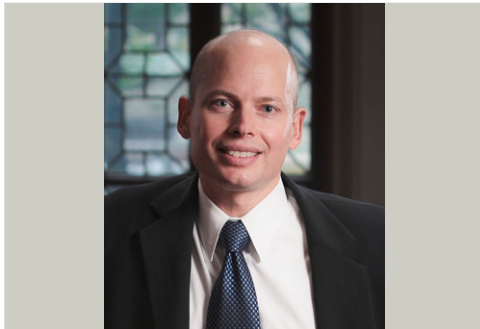




LEADERSHIP PROFILE

ROBERT L. SCHAEFER, CFA, CFP®

DIRECTOR OF INVESTMENT RESEARCH & OXFORD INVESTMENT FELLOW



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“Textbooks often teach us that securities prices are driven by economic fundamentals and the financial prospects of individual companies. Twenty years of experience has taught me this is only partly true. Human emotion—fear, greed, confidence, ego—often plays an even larger role. This is a very good thing, for it creates opportunities for disciplined investors that don’t fall victim to such behavioral tendencies.”

As Director of Investment Research, Bob Schaefer leads Oxford Financial Group, Ltd.’s investment team and is a key participant in investment strategy and policy development.

His specific responsibilities include investment manager due diligence, asset allocation studies, client investment recommendations and researching new investment ideas and products. Bob has developed particular expertise in alternative investments including hedge funds, private equities, natural resources and real estate. He is a shareholder and an Oxford Investment Fellow.

Bob joined Oxford in August of 1994, bringing with him seven years of experience in the

banking and investment management industries. After receiving his Bachelor’s degree in Finance from Indiana State University, Bob spent several years performing fixed income credit research and corporate financial analysis. Previously, he worked for Unified Management Corporation, National City Bank and the Federal Home Loan Bank of Indianapolis.

Bob earned the Chartered Financial Analyst (CFA) designation in 1994, widely regarded as the premier designation for investment professionals, and became a Certified Financial Planner™ in 2000. Bob is a current member and former president of the CFA Society of Indianapolis.