

With the passage of the recent tax bill, the marital exclusion for estates has been set at \$5 million per person for the next two years. The amount is also interchangeable between spouses, therefore effectively making the exclusion \$10 million for a couple.

The S&P 500 recently crossed the threshold of doubling since the market bottom of March 2009. As we look back, this would have been hard to believe at the time. The size of the recent recovery is actually relatively in-line with other severe bear market declines. As usual, the market moved when fear was at its highest.

Are you receiving too much paper? Do you prefer to receive your statements and tax documents online? Give us a call for more information.

You will soon have no problem locating our office. Our much-anticipated sculpture will be arriving in the near future.

This project has been in the works for the last 18 months as a partnership between NNP and the City of Greenville Arts in Public Places Commission.



BEST OF GREENVILLE

Hands On Greenville

Touted as the largest day of service in the Upstate, Hands on Greenville (HOG) Day gives volunteers a chance to participate in a variety of community projects across Greenville County that will raise money and awareness for Hands on Greenville's year-round mission of creating meaningful volunteer opportunities.

Slated for April 30th, HOG Day 2011 will take place at approximately 90 sites including emergency shelters, public schools, group homes, playgrounds, parks, food banks and soup kitchens.

While last year's event brought in more than 5,400 volunteers, this year's attendance is expected to top 6,000. Local corporations, churches, schools, and professional and civic organizations form teams that do everything from painting playground equipment to landscaping the grounds of local shelters.



For more information on forming a HOG Day team, making a donation or becoming a sponsor, please call 864-242-4224 or email info@handsongreenville.org.

UPCOMING EVENTS:

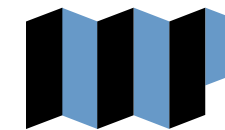
Grand Finale (April 30 and May 1)
Peace Center Concert Hall - 864-232-0344 x 18 - www.greenvillesymphony.org

Artisphere (May 13-15)
Downtown Greenville - 864-271-9898 - www.artisphere.us

Greenville Hospital System USA Cycling Championships (May 28-30)
Downtown Greenville - www.usacyclingchampionships.com

Swamp Rabbit Festival & BBQ Cookoff (June 3-4)
Gateway Park - 864-834-2388 - www.trilliumartscentre.org

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NACHMAN NORWOOD & PARROTT WEALTH MANAGEMENT CONSULTANCY

OUR VIEW OF WEALTH MANAGEMENT

In today's world, it seems like the term "wealth management" is tossed around with increasing frequency. As such, it would seem logical that those who use this term have varying definitions of what it means to them. Of course, we at Nachman Norwood & Parrott Wealth Management Consultancy have our definition and have built our own model that we believe suits the needs of our clients.

At Nachman Norwood & Parrott, our wealth management process is built on a plan. We need to know and understand the complete financial picture of our clients and what they are trying to achieve in their lifetime and beyond. This understanding forms the foundation of a written plan that is used to base future decisions and stays flexible as conditions change. As many of you know, our planning software utilizes "Monte Carlo" simulation rather than the traditional linear math behind financial projections. As part of understanding the complete financial picture of our clients, we review their investment assets, insurance, estate plan, liabilities, property, stock options, tax situation, etc. Our goal is to be the go-to resource for the big picture or, as we like to say, the quarterback of the team. To take our service to a higher level, we have recently input our process into a software program to help ensure our team delivers what we have promised.

Overseeing and providing advice and guidance on the complete financial picture means different things to different wealth management companies. At some companies, all of the work may be executed in-house. In our case, we prefer to partner with experts as needed. These may be a client's existing partners (CPA, tax attorney, etc.) or, when needed, we will make appropriate recommendations. These partners are part of the team with all parties working towards the same goal: to help guide the client toward meeting their long-term objectives.

Over the years, it has become apparent to us that managing assets without a full understanding of a client's situation is akin to building a house without a blueprint. As a result, we will continue to make sure that we gather all the facts and fully understand the needs of you and your family. Only then can we provide the sound advice that you deserve.

THESE THREE THINGS KIP MILLER ON SUSTAINING VALUES



(L-R) Kip Miller, Rita Davis (Spartanburg Branch Manager), Mr. Walter Bruce and Todd Michalak (Eastern's Upstate Regional Manager).

Kip Miller President & CEO, Eastern Industrial Supplies

The industrial and commercial construction industry was nowhere to be found in the months following the 2008 economic collapse. Throughout the Southeast, hundreds of construction projects grinded to a sudden halt, and the pipeline of new projects began to dry up.

For Kip Miller, president of Greenville-based Eastern Industrial Supplies, these two-and-a-half years have been a tremendous challenge and a deep testament to his core principles of "People, Values and Faith." Under the leadership of his management team, the company has grown to twelve locations, supplying industrial end users and contractors in a five-state area with the most extensive lines of pipes, valves and fittings.

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Through all the ups and downs since he became president and CEO in 1987, Kip has maintained a steadfast commitment to his guiding principles. The "Eastern Cares" initiative he began in 2002 fuses the company's quest for sustainable business growth with a mission to share its convictions within the company and the local communities it serves, as well as other areas throughout the country and different cultures around the world. "'Eastern Cares' is the heart of our company, the way we do business," explains Kip.

Reflecting on the past few years and preparing for what is to come, Kip offers three guiding thoughts for all who are tasked with the opportunity of leadership:

Focus on People - People are Paramount to Profits.

Treat people as you desire to be treated at all times, not just during economic hardship. By serving others, you'll have a positive impact upon their lives and receive rewards you can't imagine. You'll continue to grow as a person, even if the economy doesn't.

Don't Compromise Your Values - Ever.

At all times, we should live by the principles we learned as children. Be truthful; truth works everywhere and people are hungry for it. Let your words, intents and actions all align. Empathize with others; show mercy and be an encourager. Look for the very best in every situation; dwell on

things that are true and right. Focus on what is worth celebrating and disregard the negativity so prevalent today.

Expect to Succeed.

There's a "foxhole" mentality today. People are running for cover just hoping to survive. One of the greatest freedoms we have is the choice of our own attitude. We must live our lives expecting success. In the biblical story, David ran toward the battle line to face Goliath while others were taking cover. He expected to be successful ... and he was! Faith believes all things are possible. Hope fuels our vision of a promising future. Love never gives up and finds a way to succeed, even in chaotic times.

Kip Miller lives in Greenville, SC. He is a client of Nachman Norwood & Parrott Wealth Management Consultancy.

MEET JOHN PARROTT



"The fears everyone feels these days are real and valid. We don't know the future. But the American economy is extraordinarily resilient. It's in our DNA to survive and thrive."

The words of John Parrott say a lot about the mindset of our firm. A founding partner at NNP, he entered the financial industry in the mid-80s. It was one of the most volatile decades in U.S. economic history, when the prime rate crested at 21%.

"We were asking the same questions about the economy 25 years ago. The topics are different now, but the questions are about the same."

John's biggest professional influencers were Ben Norwood, Jr., then of First Tryon Securities, and Marshall Wishnack, former chairman of Wheat First Securities. "Ben taught me how to build relationships. Marshall was one of the first to see the shift in our role ... from selling securities to serving as advisors to our clients. These two men have had a tremendous impact."

Outside of the office, John's passions revolve around his wife Sally, his two sons and their families, the occasional round of golf and a week of skiing with old friends.

GIVING BACK HAS ITS REWARDS

Millions of Americans give back to their communities by making donations to their favorite charities each year. While gifts of cash are the most common, many individuals make charitable gifts in other ways. Here's a quick run-down of several options.

Direct gifts of appreciated securities. This conserves the donor's cash while helping to avoid capital-gains tax on the sale of the appreciated security. Generally, you may deduct the market value of the securities (determined at the time of the gift) on your current-year tax return.

Direct gifts of life insurance. You may transfer a life insurance policy to an organization if the coverage is no longer required. If the policy has a cash value, the organization may be able to borrow funds from the policy, and you may be entitled to an income-tax deduction in the amount of the policy's value.

Charitable remainder trust. Charitable assets are channeled into a trust from which the assets can be sold without generating current capital-gains tax. You may receive an income stream from the trust and receive an income-tax deduction based on the present value of the future benefit to an organization. The organization receives the assets in the trust, usually upon the donor's death.

Charitable lead trust. The opposite of a charitable remainder trust in that the income stream is provided to the charity, while you transfer the remaining interest to your family. A charitable lead trust does not generally entitle the donor to an income-tax deduction in the year the trust is established. However, any income generated by donated assets are reported by the trust and not the donor. The trust is then entitled to a charitable deduction for any income it pays out to the charity. Unlike a charitable remainder trust, a charitable lead trust does not help you avoid capital-gains tax. The benefit is giving the assets to heirs at a substantially discounted value.

Charitable gift annuities. Here, the organization promises to pay the donor a constant income stream (an annuity) in exchange for a charitable gift. A portion of the value of the gifted assets is tax deductible to the donor.

Pooled income funds. A charitable non-profit organization creates and maintains a pooled income fund of assets contributed by different donors. The organization pays the net income the fund earns to the various donors in proportion to their respective interests

in the fund. The income depends on the fund's performance and is taxable to donors.

Private charitable foundations, supporting organizations and community foundations. Creating a foundation lets your family control the allocation and investment of contributions made to an organization. The entire contribution must be used for the foundation's charitable purposes. You may structure a private foundation as a corporation, managed by a board of directors, or as a trust, managed by trustees.

To help you determine what giving options may be a good fit for your personal financial and overall tax situation, talk to your team at NNP as well as your tax/legal professionals for guidance.

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All estate planning services are provided with the participation of your personal attorney, who should review all such materials. Wells Fargo Advisors does not prepare will and trust documents; these must be drafted by your attorney.

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