

**TO:** TMG Clients and Friends  
**FROM:** Aimee Gober  
**SUBJECT:** *Washingtonian's* Top 50 & Medical Economics Best Financial Advisors!  
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**WASHINGTONIAN MAGAZINE CHOOSES TWO FINANCIAL EXPERTS FROM TMG  
The Monitor Group's Kautt and Brown among the best in Washington DC**

**MEDICAL ECONOMICS MAGAZINE HAT TRICK--The Monitor Group chosen for the  
third year in a row as Best Financial Adviser for Doctors**

For the second year running, two of The Monitor Group's professionals have been selected for *Washingtonian* magazine's list of local top financial experts. In the November edition, the magazine names Glenn Kautt CFP<sup>®</sup>, EA, AIFA<sup>®</sup> and Cal Brown CFP<sup>®</sup>, MST as two of the area's 50 top financial planners.

*Washingtonian's* list is respected by the financial community for several reasons; among them is the magazine's importance in the Washington, DC metro area. The criteria for inclusion on the list also sets it apart. *Washingtonian's* Sherri Dalphonse writes, "We surveyed hundreds of area financial professionals, asking them: Whom would you trust with your own money? We also did our own research. The experts here received the most recommendations."

We are also proud to announce for the third year running, The Monitor Group was selected as one of the top financial adviser firms in the country for doctors. In addition, eight ZAG firms are part of this list! Ken Krizner, a writer and editor based in Cleveland, OH writes "Primary care is certainly in the midst of changing and challenging times. As a physician, you are likely concerned about the future as related to the primary care shortage, the effects of healthcare reform, Medicare reimbursement levels, electronic health records and meaningful use, and whether malpractice tort reform will really happen. While many of those issues are still emerging, and in many ways are out of your direct control, one area where you can take control of your future is with your approach to financial planning and investing. The best financial advisers can provide this expertise to you."