

# COMPASS WATCH

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## COMPASS CAPITAL MANAGEMENT EXPANDS: WELCOME PHIL STERN!

Personalized service and quality investment management have been cornerstones of Compass Capital Management since its inception 28 years ago. As Compass continues to grow, we are delighted to announce that Phil Stern has joined our firm to build upon that foundation.

Phil has spent the last 13 years working in related roles in the financial services industry, most recently as Director in the Alternative Investments Division of Bank of America Merrill Lynch in New York City. He has a track record of helping businesses grow by focusing on client needs and service-oriented initiatives. He graduated from Pennsylvania State University in 2003 with a BS in Management Science and Information Systems and holds a Chartered Alternative Investments Analyst designation.

Phil joins us in the newly created role of Chief Operating Officer. He will be responsible for handling Compass' day-to-day business management and operations. This will allow the portfolio managers to focus on what they do best—picking individual high-quality stocks and bonds for client portfolios and delivering the dedicated service and communication our clients have come to expect. Phil will help ensure that our business is positioned to exceed our clients' needs and goals for generations to come.



Compass is able to attract talent that shares in our core values. Phil exemplifies this. He says, “it’s easy for an advisor to say they put clients first, but much harder do it. It is abundantly clear in Compass’ culture that meeting clients’ needs is the top priority. It’s why clients so often refer friends and family to Compass. I am grateful to be a part of the team.”

Phil was also drawn to Compass because of “the conviction the investment team has in its investment philosophy and discipline. This founding philosophy has remained consistent since day one and it continues today.” This investment team meets each Thursday morning to discuss general economic and capital market conditions, review core holdings and to discuss news about earnings, dividends and many other significant issues about the companies and funds we hold. Additionally, they discuss and review the high-quality, intermediate-term, individual bond holdings that we utilize for capital preservation, liquidity and income.

When Phil isn’t working, he enjoys exploring new restaurants, grilling and spending time with his wife, Katy. They have a passion for travelling (ask about Piedmont or Tokyo) and enjoy experiencing various cultures. This enjoyment of cultural nuances will come in handy as Phil and Katy learn more about Ole and Sven, ice fishing, and hot dish. While Phil enjoys playing golf, he quips “I am looking forward to lessons from more experienced players on the Compass team.”

Please join us in welcoming Phil to Minnesota and Compass!

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*For more information regarding our company, disciplines and results; please call, write, e-mail or visit our website: [www.compasscap.com](http://www.compasscap.com)*

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