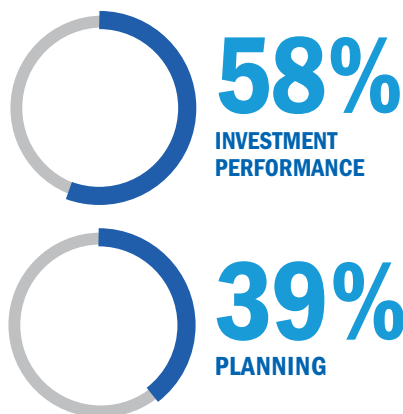


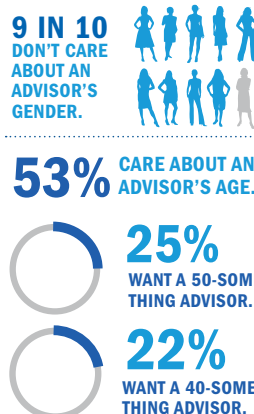
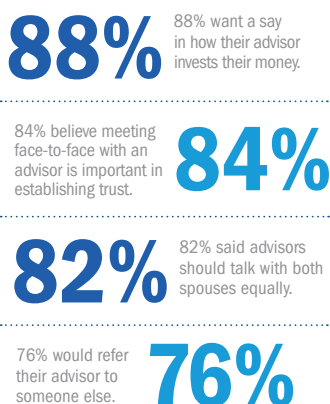
WHAT YOU NEED TO KNOW ABOUT WOMEN INVESTORS

Women make up more than 50% of the U.S. population,¹ and they account for 37% of North America's high-net-worth population.² The amount of wealth they control is expected to grow by 8% through 2014.³ High-net-worth women don't want to be stereotyped or offered soft investment strategies. Just like men, women want investment performance, a financial approach tailored to their lives, and a trusting relationship with an advisor who gets to know them. Here's a snapshot of Schwab's *Women and Financial Independence Study*,⁴ Schwab's latest research into women investors and what they think and want.

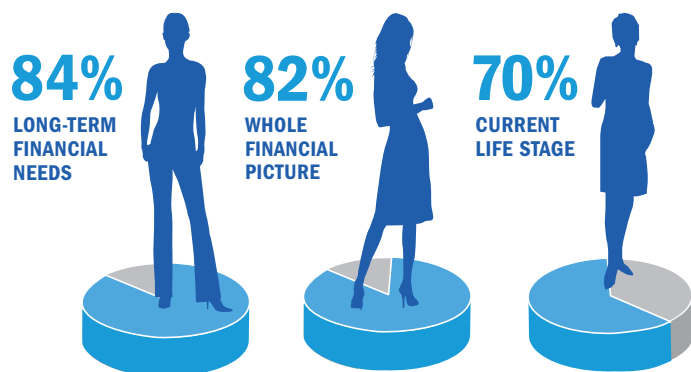
What's Most Important



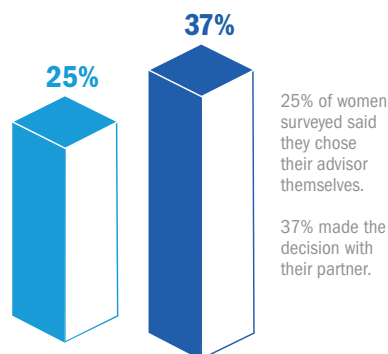
How Do Women Think About Their Advisors?



What Women Want Advisors to Consider



Who's Choosing?



Visit advisorservices.schwab.com to download a free copy of the Women and Financial Independence Study and learn how Schwab can support your business.

1. U.S. Census Bureau.
 2. *World Wealth Report*, Capgemini, 2011, p. 24.
 3. *Leveling the Playing Field*, Boston Consulting Group, 2010, p. 2.
 4. *Women and Financial Independence Study*, Charles Schwab & Co., Inc., June 2012.

For information purposes only. Charles Schwab's *Women and Financial Independence Study* was conducted for Schwab Advisor Services™ by Koski Research using online panel sources. The study included 500 women ages 30 to 70 with average investable assets of \$1.3 million. All data is self-reported by participants and not validated or verified. Koski Research is not affiliated with Schwab.

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