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### Telos Capital Management, Inc.

**Telos Capital Management, Inc.** is a Securities and Exchange Commission (SEC) registered investment advisory firm whose sole purpose is to provide sophisticated investors with personalized investment management and financial advisory services. Originally established in 1986 as Alexander & Muckermann, we changed our name in 2003 to A&M Investment Management as a result of a partial ownership change. In 2009, we made the strategic decision to incorporate our firm to create business efficiencies and establish a contingency platform for the company. In connection with that incorporation, we changed our name to **Telos Capital Management, Inc.**



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### Investment Philosophy

In order to be successful, we believe that investors must follow a disciplined investment approach and consistently apply it amidst varying economic and market conditions. At **Telos Capital Management, Inc.**, our approach to portfolio management is designed in an effort to preserve and enhance wealth for our clients throughout various economic environments in a risk conscious manner. We seek to achieve this through careful securities selection and strategic diversification. Our approach is to focus on long-term investments while maintaining the flexibility to react to changes in business fundamentals and the market environment.

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