

## Our Mission

We are a vibrant organization of experienced professionals committed to sustaining long-term relationships and achieving our clients' financial goals through expertise, education and excellent service.

## Why Hancock?

- **Client-Driven**
- **Locally Owned and Operated**
- **Account Protection up to \$34.5 Million over SIPC coverage**
- **Extensive Experience in Investment Management, Portfolio Planning and Merchant Banking**
- **Over \$1 Billion in Managed Assets, including our Investment Advisory affiliate**



**Front:** Meredith Jones III, Brian Corrigan, Randy Graham, Don Hancock, Joe Garea  
**Back:** John Smith, Steve Rull, Nick Trentmann, Brandon Janosky, Clint Lewis



[hancocksecurities.com](http://hancocksecurities.com)  
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*Let us help you invest in your future.*

**Hancock Securities Group**  
Member FINRA, SIPC

Our companies, Hancock Securities Group and Hancock Investment Advisors, offer a full range of products designed to meet your investment needs. Hancock's investment executives will work with you to evaluate your objectives and to design a program that will achieve your investment goals.

### Our Clients

We advise individuals, families and businesses with various investment needs. Whether they are planning for retirement, starting a college savings account, managing corporate cash flow needs or establishing an employee retirement plan, we can help. Whatever the investment goals, our mission is to meet our clients' needs and to satisfy their objectives.

### Our Approach

Through initial consultations, we establish an investment strategy best suited to each investor, family or company. These consultations allow us the opportunity to learn a great deal about a client's background: age, health, family situation and psychological approach to the world of investing. Once we assess these factors, we mutually determine a reasonable allocation that matches the client's objectives. The end result is an understanding of "risk versus reward" parameters.

The investment selection process is the second phase of the strategy. Through the combination of analyzing independent research and our own in-house evaluation, we select investments that specifically suit the client's strategy. Hancock Securities Group has expertise in common and preferred stocks, fixed income securities (such as government, municipal, mortgage-backed and corporate bonds), mutual funds and private equity investments.

After the portfolio has been established, we continuously monitor market movements and rebalance the portfolio if necessary. Our team continues to look for quality investment opportunities that complement each client's personal portfolio. Through this approach, we build individually tailored portfolios that are tax-managed and structured to meet the client's specific needs and goals.

### Our Philosophy

Hancock was founded on the premise that we will act on our clients' behalf in whatever capacity works best for them. As such, we offer both traditional brokerage and investment advisory services. In either approach, we buy securities for our clients; we do not sell securities to them.

Our services are team-oriented. This approach allows us to gain a strong understanding of our clients' financial goals and to bring several perspectives to the development of their portfolios. It also ensures that we will provide them with a continually high level of commitment.

### Hancock Investment Advisors

Some clients prefer an advisory relationship rather than a traditional brokerage relationship. Hancock Investment Advisors is an SEC registered Investment Advisor which uses a fee-based, discretionary approach to our services. Advisory relationships have unique characteristics including:

- Strong fiduciary relationships
- Tailored qualitative and quantitative reporting
- Advisory fees relative to the size of the portfolio versus a per transaction charge

### Investment Products

#### Common & Preferred Stocks

#### U.S. Treasury & Agency Bonds

#### Municipal & Corporate Bonds

#### Mutual Funds

#### Tax Deferred Annuities

#### College Savings 529 Plans

#### Individual Retirement Plans

- Traditional IRAs
- Rollover IRAs
- Roth IRAs

#### Business Retirement Plans

- SEP IRAs
- Simple IRAs
- 401(k) Plans
- Pension and Profit Sharing Plans

#### Insurance Programs

- Long-term Care Plans
- Life Insurance

#### Exchange-Traded Funds (ETFs)

#### Closed-End Mutual Funds



Investment Executive

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Prior to joining McDowell, Kenshalo, and Jesop, LLC as a Managing Member, Marion (Mac) attended Southern Illinois University Carbondale's College of Business. After graduating with a Bachelor of Science in Accounting, Marion accepted a position with George S. Olive & Company, a regional accounting firm in Evansville, IN. Mac is a Certified Public Accountant (CPA) and holds Series 7 and 63 licenses from FINRA and an insurance license from the State of Illinois. As a CPA, Mac concentrates on small businesses and individual tax preparation.

Through his affiliation with Hancock, Mac is able to provide investment services and retirement planning for his clients. Additionally, he focuses on servicing corporate, institutional and non-profit clients by providing cash management, retirement, 401(k), and profit sharing programs.