

October 10, 2014

Hello Friends,

It is with a great deal of happiness and gratification that I announce the one year anniversary of Aljian Capital Management. Jessica and I tendered our resignation to Morgan Stanley one year ago on September 6, 2013. With the benefit of a bit of hindsight, we should have made the move five or even 10 years earlier.

With the launch of the new business, Jessica and I had never worked so hard, or so long in our lives. Both Jessica and I took a tremendous risk and we had no idea what our business would look like six or twelve months after the launch date. I'm pleased to say that we have exceeded our expectations and almost all of my clients followed me to our new firm and Charles Schwab. And our work day has returned to a more comfortable experience.

I just had my 64th birthday and I have absolutely no intention of retiring or working less. I thoroughly enjoy going to work every day and cannot envision myself doing anything different than what I'm doing today. Yes, I would like to spend a bit more time on the water fishing, and I plan to take a few more long range fishing trips into Mexico in the coming years, but ACM is my first priority.

So this brings me to the real point of this letter. I would like to establish a dozen or so new relationships in 2015 and would be honored for your referral. If you know of another family member, or business associate, or close friend, I would greatly appreciate the opportunity to introduce your referral to my portfolio management program.

Unlike many of the Wall St. firms, I do not have any account minimums and am prepared to provide my best efforts to anyone that you might send my way. Jessica and I attempt to treat everyone with courtesy and respect and there is never any selling or packaged investment product in our interactions with clients and prospects.

I've enclosed a couple of business cards in the hopes that you will pass them along. Or simply send me an email or short note with the names of any individuals that you would like me to contact.

I am always available to discuss strategy, investment objectives, or risk parameters. Please call me if you have any questions or comments. Thanks again.

Sincerely,



Jim Aljian