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A.E. Goslin Capital Management
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This brochure provides information about the qualifications and business practices of A.E. Goslin Capital Management. For any inquiries please call 781-726-0740 or email al@aegoslincapital.com. The information contained in this brochure has not been approved or verified by the SEC or any state regulatory authority.

Albert E Goslin is a Registered Investment Advisor. Registration is a requirement of both state and federal regulatory authorities and is not an indication of skill or training.

Table of Contents

A.E. Goslin Capital Management about the firm, experience of ownership and overview	1
Firm description focus and methodology.....	1
Management of accounts and amount under management.....	1
Fees and Compensation.....	2
Types of Clients.....	2
Methods of Analysis.....	3
Description of Brokerage Accounts Functionality and Clearing.....	4-5

Ownership and Firm Overview

A.E. Goslin Capital Management is owned and operated by Albert E. Goslin. The Firm is new having opened less than one year ago. The Principal, Albert Goslin, has over seventeen years of financial services experience: working with Life Insurance then Equities, Fixed Income and Options. Fifteen of the seventeen years were spent on trading desks in retail brokerage and then to the institutional platforms for fund managers, pension plans, hedge funds and money managers. It is from those trading desks that Albert Goslin built and honed money management expertise.

A.E. Goslin Capital Management is an asset management firm. The focus is on wealth building and wealth management. Building wealth for those seeking growth in their portfolios and managing wealth for those who have attained assets that need to be maintained. We achieve our objective by employing several methods. Utilizing equities and options we seek sound companies to invest in. The analysis used is multifaceted: Fundamental, Technical, and Price Discovery. For options as applied to growth, the same methods as equity analysis is used plus implied volatility measures are weighed. In doing so we find under and over priced contracts and position portfolios accordingly.

Managing wealth requires a different set of applied skillsets. Different security types are used to meet that end. Fixed income instruments such as corporate bonds, preferred stock, Treasury Securities, and options are used to generate income while maintaining principle.

The accounts managed by A.E. Goslin Capital Management are all discretionary. The accounts are also tailored to the suitability requirements of each client. Growth seeking clients are willing to assume more risk than clients that wish to maintain principle. Measuring net worth, time horizons, age, and actual tolerance is how A.E. Goslin Capital determines suitability. Clients may not impose what types of securities to invest in or not however are free to terminate the firm's management at anytime. There is no upfront payment schedule and as October 24, 2012 assets under management total \$2,000,000.

Fees and Compensation

A.E. Goslin Capital Management is a fee only asset management firm. The fees paid are based on assets under management as a percentage thereof. Fees are assessed quarterly and in arrears. The schedule is a range of .75% to 1.25% less costs based on assets and complexity of the portfolio makeup. The costs mentioned are trading costs incurred as a part of the active management and are fully disclosed to clients. These costs include trading commissions to the brokerage firm that performs custodial and clearing services. Brokerage, clearing, and custody will be explained at the end of this brochure. As of the writing of this clients are billed quarterly and receive an invoice. There will be an opportunity to deduct fees from the client accounts in the future however now the firm receives payment in check form.

To explain in more detail, there are costs associated with managing securities. These costs are commissions to each trade. When we take a position, liquidate a position, hedge a position or market, a commission is charged. We reduce the amount of the commissions from the fees charged to each client. As a firm we calculate the quarterly bill based on a percentage of annualized asset amounts. Trading costs are subtracted from that total and divided by four to issue the invoice for the quarter.

Types of Clients

The client base consists of individuals of high net worth and above average net worth. The minimum requirement to enter a management agreement with A.E. Goslin Capital Management is \$25,000 USD.

Methods of Analysis

At A.E Goslin Capital Management, we employ several methods of analysis to formulate our investment make up. As briefly mentioned earlier on page 1 we use fundamental, technical analyses and price discovery to decide where to allocate and make investments. Fundamental analysis looks closely at the balance sheet, income statement, and cash flow statements of each firm. Pouring through their financial statements enables us to determine earnings and credit worthiness of each company we want to make part of our client's portfolio. The main risk here is if any firm decides to not properly report their earnings and provide inaccurate information. Technical analysis employs chart reading and historical research of prices of the various equities we are interested in. The risk in technical analysis is that individual stocks may not always follow those trends and those of the index and benchmark to which they are tied. Price discovery studies the futures market in single stocks, indices, and commodities as they relate to a specific sector. Option contracts' open interest at various strike prices, are part of this method. The implied volatility of an individual stock or index is the mathematical measure of anticipated movement in the option contract and stock price in a given time period.

Investments aren't without risk and have no guarantee against loss of principle. Risks include but are not limited to market, interest rate, accounting errors or misstatements, geopolitical both foreign and domestic and finally headline risk.

Options carry their own risks aside from the above listed based on strategy. The nature of the security having a finite life or expiration date is a risk; market conditions can make or create adverse results very quickly more so than equities or fixed income instruments.

Brokerage, Custody, Clearing

A.E. Goslin Capital Management client accounts are held in a brokerage account in street name. Street name means each security held is registered to the brokerage firm for the benefit of each client. Brokerages allow for the purchase and sale of securities, as they are members of the exchanges where these securities are bought and sold. Brokerages also custody or hold these securities maintaining records for each client as to any activity such as dividends paid by companies ensuring proper

payment, interest paid on bonds, and amount of each security the client is holding. Finally clearing, this is the reconciling of buys and sells of shares of stock, bonds et al. The clearing firm matches each buy made by the client with the counter party who sold and delivers cash or securities in the allotted time. The commissions for the trades go toward these functions mentioned. A.E. Goslin Capital Management uses Fidelity Brokerage LLC for the trading clearing and custody of client assets.