

News Release

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SCHWAB INSTITUTIONAL GROWTH FORUMS GUIDE GROWTH-MINDED ADVISORS

SAN FRANCISCO, CA, May 17, 2007- Schwab Institutional, a leading provider of custodial, operational and trading support for independent, fee-based investment advisors, has completed four interactive events designed to provide advisors with winning strategies for enhancing and improving their marketing and business development efforts. The Schwab Institutional Growth Forums, held in San Francisco, Dallas, Chicago and New York City in February and March, brought together 120 unique, growth-minded advisory firms, representing \$53 billion in assets under management with Schwab, for a series of training sessions and in-depth discussions about marketing strategy and planning.

“Our 2006 RIA Benchmarking Growth Trends Study found that while nearly 80 percent of advisors want to grow in the future, only 60% of advisors have set specific goals and less than half have a plan or clear path to make their goals a reality,” said Dave Welling, vice president of marketing & advisor business management at Schwab Institutional. “More than 75 percent of advisors who want to grow are looking for help refining their marketing and business development efforts. The Growth Forums were designed to not only provide insights, but to be very hands on in helping advisors put action plans in place that meet their unique needs.”

The Growth Forums are a part of Schwab Institutional's GrowthPoint™, the most comprehensive practice management program available to advisors today that builds on Schwab's existing practice management solutions and takes a uniquely tailored, strategic approach to helping advisors build their businesses. GrowthPoint consists of three distinct service offerings: Marketing/Business Development, Business Strategy/Planning and Transition Services.

Over the course of a day and a half, Schwab Institutional and third-party experts led participants in each of the four Growth Forums through a variety of sessions, including:

- Examining benchmarking and best practices from more than 1,200 advisors who participated in Schwab Institutional's 2006 RIA Benchmarking Growth Trends Study
- Developing a growth strategy
- Putting a proactive plan in place to generate client referrals
- Identifying a firm's unique value proposition
- Creating a compelling brand strategy
- Developing and executing on a strategic marketing plan
- Driving increased visibility through public relations

Each session placed an emphasis on interactions with peers and on creating a tangible action plan that captured specific strategies, ideas and commitments that advisors could bring back to their firms. In

addition, attendees were given the opportunity to participate in a private, one-on-one consultation with a Schwab Institutional subject matter expert or third-party speaker to explore any of the session topics in greater detail.

Overall, 98 percent of respondents rated the events as excellent or very good. Henry D. Morneault, chief operating officer of Manchester Capital Management LLC, said, "We're very excited about using many of the tools and concepts we discussed to refine our marketing action plans. It was also terrific to connect/reconnect with industry peers."

Welling added, "GrowthPoint is all about examining proven growth strategies and helping advisors learn from those best practices. These events are the newest way that we help connect advisors with peers and subject matter experts so they can take their businesses to the next level." Welling noted that in addition to the Growth Forums, Schwab Institutional is conducting dozens of smaller regional events and workshops in 2007, as well as an array of sessions at this year's IMPACT conference in Las Vegas that will examine growth strategies for advisors. Schwab Institutional will also deliver the results of its 2007 RIA Benchmarking Growth Trends Study in the third quarter.

About Schwab Institutional

Schwab Institutional is a leading provider of custodial, operational and trading support for independent fee-based investment advisors. This year marks Schwab Institutional's 20th anniversary serving the independent investment advisor industry. Since 1987, Schwab Institutional has supported independent investment advisors by offering support and services to help grow their businesses and help their clients reach their financial goals. As of March 31, 2007, client assets custodied with Schwab Institutional stood at \$524.5 billion. These assets, managed by the approximately 5,000 independent advisor firms Schwab Institutional currently serves, represent approximately one-third of total client assets custodied with The Charles Schwab Corporation. Brokerage products offered by Schwab Institutional are not FDIC insured, are not guaranteed deposits, and are subject to investment risk, including the possible loss of principle invested. Schwab Institutional is a division of Charles Schwab & Co., Inc.

About Charles Schwab

The Charles Schwab Corporation (Nasdaq: SCHW) is a leading provider of financial services, with more than 300 offices and 6.8 million client brokerage accounts, 1,117,000 corporate retirement plan participants, 154,000 banking accounts, and \$1.3 trillion in client assets. Through its operating subsidiaries, the company provides a full range of securities brokerage, banking, money management and financial advisory services to individual investors and independent investment advisors. Its broker-dealer subsidiary, Charles Schwab & Co., Inc. (member SIPC, <http://www.sipc.org>), and affiliates offer a complete range of investment services and products including an extensive selection of mutual funds; financial planning and investment advice; retirement plan and equity compensation plan services; referrals to independent fee-based investment advisors; and custodial, operational and trading support for independent, fee-based investment advisors through its Schwab Institutional division. The Charles Schwab Bank, N.A. (member FDIC) provides banking and mortgage services and products. CyberTrader®, Inc. (member SIPC, <http://www.sipc.org>) is an electronic trading technology and brokerage firm providing services to highly active, online traders. More information is available at www.schwab.com. (0507-0718)

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