



# QUANTITATIVE CHOICE PERFORMANCE RECORD

*Introducing*

## Quantitative Choice Performance Record — Value

Our Quantitative Choice Portfolio Management Program was designed for the investor who is seeking long-term capital appreciation through a diversified portfolio of stocks. The Quantitative Choice process has given investors access to a diversified stock portfolio, active management and investment management services through their specially trained local Financial Advisors.

In the Quantitative Choice program, your Financial Advisor, who has completed a special training program on portfolio management and passed our proficiency examination, functions as your portfolio manager. Keeping your risk tolerance and financial goals in mind, your Quantitative Choice Portfolio Manager structures your individual portfolio by following specific investment guidelines.

As a result, your equity portfolio is managed in a professional manner. These services are provided by a Financial Advisor you know, not a manager located thousands of miles away.

As the Quantitative Choice Performance Record chart inside shows, the QV1 stocks as a group have outperformed the S&P 500 on an annualized basis since January 1, 1984.

Past performance is no guarantee of future results.

Securities and Insurance Products: **NOT INSURED BY FDIC OR ANY FEDERAL GOVERNMENT AGENCY · MAY LOSE VALUE · NOT A DEPOSIT OF OR GUARANTEED BY A BANK OR ANY BANK AFFILIATE**

Fees for the Quantitative Choice program cover advisory services, performance measurement, transaction costs, custody services and trading. Fees are based on the assets in the account and are assessed quarterly. Fee-based accounts are not designed for excessively traded or inactive accounts, and may not be suitable for all investors. During periods of lower trading activity, your costs might be lower if our compensation were based on commissions. A minimum annual fee may apply for this program. Please carefully review the Wachovia Securities advisory disclosure document for a full description of our services, and information on all fees and expenses. The minimum account size for this program is \$50,000.



# QUANTITATIVE CHOICE PERFORMANCE RECORD

The stocks in the Quantitative Choice model's highest quintile (QV1 stocks as a group) have outperformed the Standard & Poor's 500 on an annualized basis since the model was developed in 1984. Through 2007, QV1 stocks chosen at the beginning of each month rose an average of 20.11% (gross of fees) 16.61% (net of fees) per year, while the S&P 500 rose an average of 11.83% during the same period. January 1, 1984 through December 31, 2007, QV3 stocks rose an average of 14.09% (gross of fees) 10.75% (net of fees), the S&P 500 rose an average of 11.83% during the same period (all percentages include appreciation plus dividends).

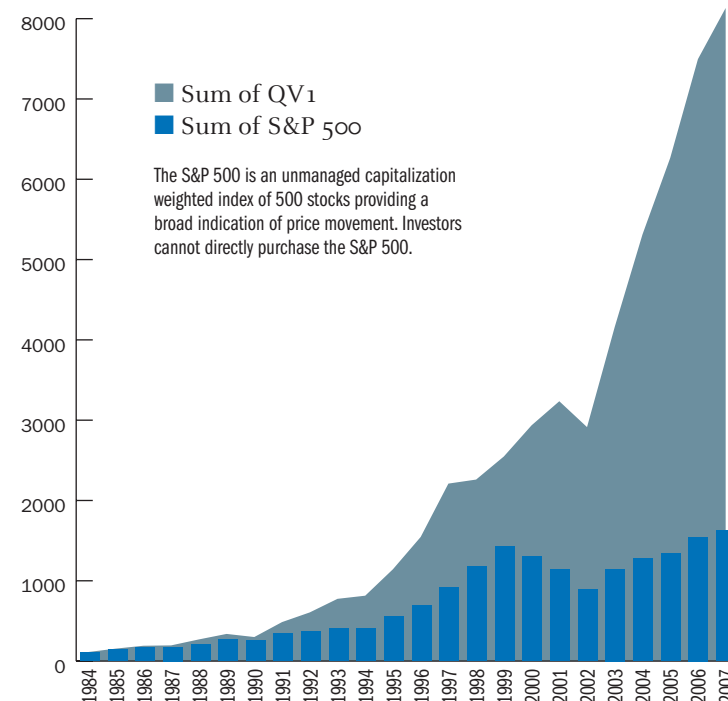
The graph at right illustrates the growth of \$100 invested in the QV1 rated stocks from the inception date of the Quantitative Choice model of January 1, 1984 through December 31, 2007.

Calendar year return as of December 31	2007	2006	2005	2004	2003	2002	2001	2000
QV1 Gross	8.49%	19.64%	17.94%	27.64%	42.85%	-9.95%	10.22%	15.23%
QV1 Net 3%	5.29%	16.15%	14.50%	23.94%	38.74%	-12.64%	6.98%	11.85%
S&P 500 Index	5.49%	15.79%	4.91%	10.88%	28.68%	-22.10%	-11.88%	-9.11%

	1999	1998	1997	1996	1995	1994	1993	1992
QV1 Gross	12.72%	2.28%	43.01%	35.12%	40.45%	5.05%	27.87%	24.82%
QV1 Net 3%	9.41%	-0.75%	38.90%	31.22%	36.40%	1.95%	24.16%	21.19%
S&P 500 Index	21.04%	28.58%	33.36%	22.96%	37.58%	1.32%	10.08%	7.62%

	1991	1990	1989	1988	1987	1986	1985	1984
QV1 Gross	62.14%	-11.46%	25.39%	38.04%	2.31%	23.21%	38.08%	12.29%
QV1 Net 3%	57.53%	-14.12%	21.75%	34.06%	-0.72%	19.62%	34.10%	8.99%
S&P 500 Index	30.46%	-3.10%	31.69%	16.61%	5.25%	18.67%	31.73%	6.19%

Sum of QV1 Stocks — Growth of \$100



Past performance is no guarantee of future results. Quantitative Choice is based on an investment discipline developed by Evergreen Investments called "Quantum Portfolios." Performance results are net of a 3% annual fee, the highest fee charged in the Quantitative Choice program. Your fee may be less.

Note: The performance chart shown above is based on the annual compounded performance of stocks in the QV1 Universe gross of fees. The performance as well as the average yearly performance shown above, assumes that month-end, each stock in the universe was purchased and sold in accordance with the recommendations of the Quantum Model, that the proportions of the stocks were rebalanced to equal weightings and the stocks were purchased and sold at month-end prices. There are currently about 200 stocks in each of the QV1 and QV2 universes, but the number can change weekly.

This performance is based on the Quantum model. It does not reflect actual account results, including an account's ability to hold QV2 and QV3 rated stocks, the requirement that Quantitative Choice Portfolio Managers trade in accordance with the recommendations of the Quantum model made every week and the impact that material economic and market factors might have had on a Quantitative Choice Portfolio Manager's decisions, in actually managing a client's account.

Actual account results will also vary depending on the individual investment strategy of each Quantitative Choice Portfolio Manager and the risk tolerance of the client. The performance of actual accounts has historically varied from the Quantum model. A list of specific QV1, QV2 and QV3 stocks as of any month's end can be obtained upon request from your Financial Advisor.



# QUANTITATIVE CHOICE PERFORMANCE RECORD

The stocks in the Quantitative Choice model's second highest quintile (QV2 stocks as a group) have in certain years outperformed the Standard & Poor's 500. QV2 stocks averaged 15.60% (gross of fees) 12.22% (net of fees) per year while the S&P 500 rose an average of 11.83% during the same period.

The graph at right illustrates the growth of \$100 invested in the QV2 rated stocks from the inception date of the Quantitative Choice model of January 1, 1984 through December 31, 2007.

Calendar year return as of December 31	2007	2006	2005	2004	2003	2002	2001	2000
QV2 Gross	1.53%	17.91%	9.53%	18.23%	36.22%	-11.12%	6.52%	15.05%
QV2 Net 3%	-1.51%	14.46%	6.30%	14.78%	32.28%	-13.79%	3.40%	11.68%
S&P 500 Index	5.49%	15.79%	4.91%	10.88%	28.68%	-22.10%	-11.88%	-9.11%

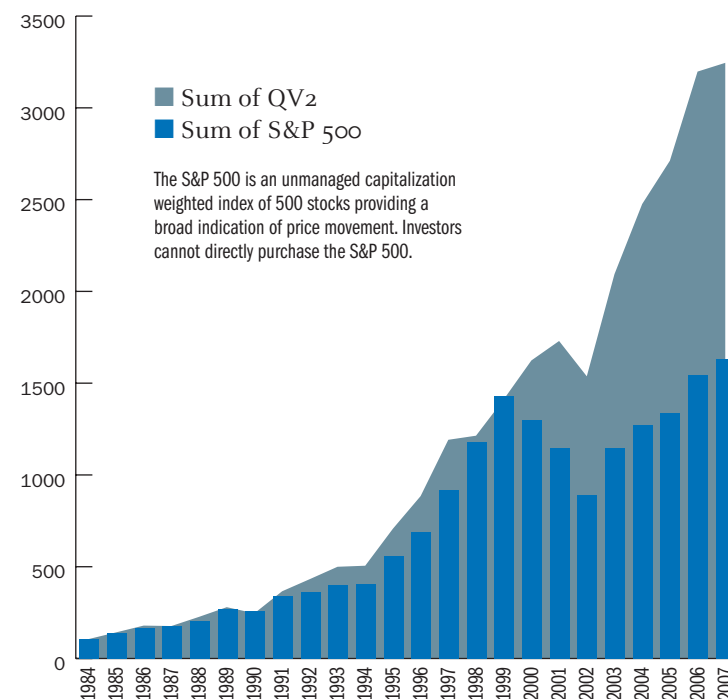
  

	1999	1998	1997	1996	1995	1994	1993	1992
QV2 Gross	16.29%	1.88%	34.66%	25.14%	39.90%	1.13%	15.57%	18.06%
QV2 Net 3%	12.88%	-1.14%	30.77%	21.51%	35.87%	-1.86%	12.18%	14.62%
S&P 500 Index	21.04%	28.58%	33.36%	22.96%	37.58%	1.32%	10.08%	7.62%

	1991	1990	1989	1988	1987	1986	1985	1984
QV2 Gross	48.72%	-11.91%	23.24%	28.31%	-1.36%	26.16%	34.88%	5.34%
QV2 Net 3%	44.44%	-14.55%	19.65%	24.59%	-4.31%	22.51%	30.96%	2.23%
S&P 500 Index	30.46%	-3.10%	31.69%	16.61%	5.25%	18.67%	31.73%	6.19%

## Sum of QV2 Stocks — Growth of \$100



Performance results are net of a 3% annual fee, the highest fee charged in the Quantitative Choice program. Your fee may be less.

Note: The performance shown above is based on the annual compounded performance of stocks in the QV2 Universe. The performance chart shown above is based on the annual compounded performance of stocks in the QV2 Universe gross of fees. The performance as well as the average yearly performance shown above, assumes that month-end, each stock in the universe was purchased and sold in accordance with the recommendations of the Quantum Model, that the proportions of the stocks were rebalanced to equal weightings and the stocks were purchased and sold at month-end prices. There are currently about 200 stocks in each of the QV1 and QV2 universes, but the number can change weekly.

This performance is based on the Quantum model. It does not reflect actual account results, including an account's ability to hold QV2 and QV3 rated stocks, the requirement that Quantitative Choice Portfolio Managers trade in accordance with the recommendations of the Quantum model made every week and the impact that material economic and market factors might have had on a Quantitative Choice Portfolio Manager's decisions, in actually managing a client's account.

Actual account results will also vary depending on the individual investment strategy of each Quantitative Choice Portfolio Manager and the risk tolerance of the client. The performance of actual accounts has historically varied from the Quantum model. A list of specific QV1, QV2 and QV3 stocks as of any month's end can be obtained upon request from your Financial Advisor.

The Quantum model has been in use since 1984. The Quantitative Choice Portfolio Management Program has been available to retail investors since 1986. Prior to that, the program was only available to institutional clients. The Quantum criteria for rating stocks and the relative weighting of each criteria have changed, and may in the future change, from time to time. The number of stocks ranked by the Quantum model has generally increased over time. Since no single money management program is suitable for all types of investors, this information is provided for informational purposes only. We need to review your investment objectives, risk tolerance and liquidity needs before we can recommend a suitable program for you. Past performance is no guarantee of future results. Quantitative Choice is based upon investment discipline developed by Evergreen Investments called "Quantum Portfolios." Evergreen Investment Management Company, LLC, is a subsidiary of Wachovia Corporation and a separate affiliate of Wachovia Securities.

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