

Securities America



Increase Client Face-Time With The Right Asset Management Program

Which comes first: spending face time with clients or managing client portfolios? If you struggle to find time for both, it may be time to consider a turnkey asset management program like Securities America's Managed Opportunities.

Managed Opportunities' fully integrated technology platform exponentially increases the client capacity of your advisory business. Enter proposals, evaluate client risk tolerances, select different options to meet client needs and bring it all into one portfolio where you and the client can see the big picture. The attractive and simple proposals and reports give clients and prospects a "wow" experience, while the investment policy statement templates, automated rebalancing, statements, performance reports, recordkeeping and fee billing make your staff more self-sufficient and effective.

Outsourcing asset management doesn't mean you give up control of the client accounts. You still choose the type of accounts and the money management strategies best suited to your client's needs. Managed Opportunities offers more than 270 mutual fund wrap portfolios and 56 separately managed accounts, all in a single platform. Advisors and clients have 24/7 online access to their ac-

count information, including holdings, transactions, tax lot accounting and on-demand performance reporting.

The Managed Opportunities – Advisor Directed wrap program lets you outsource parts of the client's portfolio to third-party money managers and manage other parts yourself, while providing consolidated reporting for clients. This program offers substantial benefits in efficient model creation and management. Once a model has been created using mutual funds, ETFs and even common stock, clients who have the same risk tolerance can be attached to these models through the proposal process, and then adjustments can be made for the client's specific needs. When changes are made to the model or a rebalance is necessary, the advisor can simultaneously trade all of the accounts linked to the model, in an efficient and streamlined process.

Securities America was the first broker-dealer to offer a sophisticated Unified Managed Account solution that combines mutual fund wrap and institutional money management. According to Envestnet, an estimated \$327 billion in client household assets will be managed through UMAs by 2013. The Managed Opportunities UMA lets you complete one set of paperwork rather than separate brokerage accounts for each mutual

fund wrap or separate account wrap portfolio selected. With the open architecture format, you can save your own custom-built models and apply them to multiple client accounts, making it easier to implement portfolio adjustments, such as asset allocation and manager changes, to all accounts associated with a single UMA model.

Recognizing the need for an advisory program focused on the distribution phase, we created Managed Opportunities NextPhase™. Whether you manage assets yourself or use a third party, Managed Opportunities NextPhase takes the time-segmented distribution planning process to new heights. Generate a robust retirement income distribution illustration, implement the strategy by selecting on-platform models to satisfy investment segments, and monitor the progress of those investments over the life of the strategy with our integrated technology solution.

Asset management can be outsourced. Relationships cannot. Contact Securities America today about Managed Opportunities and our other advisory programs, and spend your time where it matters most.



Scan to learn more about Managed Opportunities.