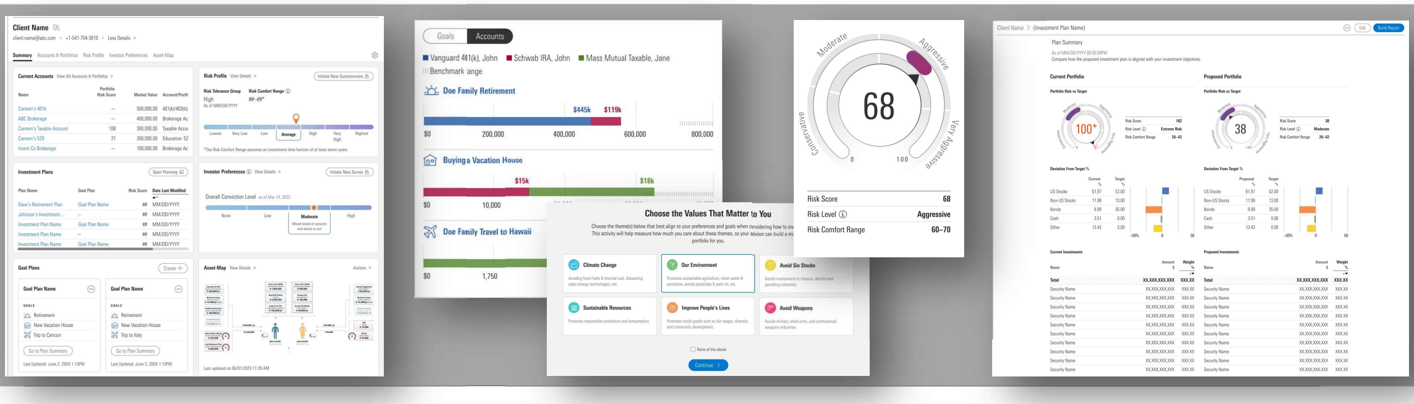
Investment Planning in Advisor Workstation



The Investment Planning experience in Advisor Workstation is an end-to-end investment planning solution that captures client profiles and preferences to create a truly personalized portfolio in one platform.

Setting the Standard for Personalized Investment Planning

An increasing demand for hyper-personalized advice is intersecting with a necessity to scale processes and grow business. And that's on top of maintaining regulatory compliance, lowering costs, and driving investor outcomes.

The Investment Planning experience in Advisor Workstation is a seamless, holistic solution that offers insightful, actionable, and regulatory-compliant portfolio construction and proposal capabilities from start to finish. It enables a greater understanding between advisor and client to deliver a deeper level of personalization, provide better advice, and set better expectations–so you can help your clients confidently navigate the ups and downs of market volatility and stay on track to meet their goals. It helps advisors put the client at the center of each investment plan to drive successful outcomes.

Scaled for Growth

Greater than the sum of its parts (and its parts are best-in-class), the Investment Planning experience includes the Risk Ecosystem, Investor Preferences survey, portfolio optimization tool, and FINRA-reviewed reports.

It allows you to replace a patchwork of advisor tools with a single solution – bringing together goal-planning, proposal generation, risk profiling, and preferences alignment for a singular investment planning experience.

With standardized, rigorous methodologies behind the profiling, preferences, and goal planning capabilities, your conversations are consistent, your data is defendable, and your advice is leveled up. And once you have a deeper understanding of your clients, the workflow allows you to optimize their portfolios to reflect that data with a click of a button.

Simplify the Process

How do you explain the benefits of taking risks in a down market? How do you start a discussion on sustainability and values-based investing? How can you get beyond investment selection and simple retirement plans?

Each step of the Investment Planning experience provides a straightforward, logical workflow to capture actionable data and feedback from your clients. And when clients understand what is in their portfolio, they can create new opportunities, make better trade-offs, and get closer to their goals.

Streamlined Procedures and Complaint Reporting

Advisor Workstation streamlines the investment planning workflow by allowing adoption, reuse and optimization of key client account, risk profile, preferences, and goal details–so no need to re-input data in the investment planning process or risk consistencies. Every step of the process was built in the spirit of requirements to allow advisors and institutions demonstrably meet higher regulatory and market expectations for investment planning and proposal generation. And because it is fully integrated within Advisor Workstation, you can be confident that all proposals meet or exceed regulatory standards and are FINRA-reviewed.

Better Conversations. Better Outcomes

Our profiling tools drive deeper conversations with your clients' about both their financial and non-financial goals. The upstream personalization tools provide structure for workflows and space for enhanced collaboration and engagement. And when clients understand their risk profile, share their investment preferences, and better understand their goals, they are more committed to long-term investing and more likely to see successful outcomes. All for your clients. All within Advisor Workstation.

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