

WEALTHSTATION CLIENT MANAGEMENT

WealthStation is a client-centric platform that helps provide financial advisors, planners and wealth managers with one place to access all of their vital tools. WealthStation Client Management combines client profiling and data with tools that help simplify and streamline day-to-day activities. WealthStation Client Management helps with servicing existing clients, winning accounts more frequently, and receiving faster, more efficient, more convenient access to pertinent client data. Just think how responsive you can be when all the information about your clients, and the tools you need to manage them, is right at your fingertips.

Starting with a comprehensive, Web 2.0 dashboard that provides you with a holistic view of current client tasks and daily activities, you can drill all the way down to client specifics by portfolio, account, relationships or householding. Subsequent pages provide sortable, searchable lists of all your clients, as well as overviews of their assets and contact information.

As you drill down further to look at each client's detail, another dashboard delivers graphic representations of total assets, asset allocations, net worth, information related to financial plans, holdings and more. Even the snapshot client tab at the top of your screen provides a rollover client briefing, including contact information and total assets for quick access and reference.

Another breakthrough feature of WealthStation Client Management is that you can maintain householding and account relationship information on each client, helping to make analysis and planning more inclusive and easy.

Client-Driven Information, Relationships and Tools

WealthStation Client Management is an extension of client profiling that allows the data captured on each client to be broader than ever before and places the client at the heart of your processes. Beyond client name, address and other basic contact information, you can assemble information on dependents, beneficiaries and other types of household relationships. WealthStation's householding ability links accounts, clients and relationships for you. For example, client assets, including held-away, tie directly to the client record, so you can easily establish account relationships.

Manage Clients and Information with Ease

WealthStation's client-centric design makes managing clients and their information easier than ever before.

You can:

- View, sort and report on your entire list of clients
- Drill down into individual client's accounts and portfolios
- Set up alerts by client, account or holding
- Set up relationships and householding information by client or by account
- Gain easy access to client contact information through tab snapshots or search functions
- Establish client-specific investment policy statements and other custom parameters and guidance to help assure you meet client needs and expectations

WealthStation's comprehensive, versatile handling and presentation of client information helps fulfill your need for clarity and increased focus on your clients and their needs. ■

Its distinctive householding capabilities make WealthStation “ambicentric” — support of workflows for either single or multiple account views across households and clients — helping you to stay better informed, more responsive and more productive.

The screenshot displays the SunGard WealthStation interface. At the top, there's a navigation bar with 'SUNGARD WEALTHSTATION' and user information 'User: Jay Jimenea'. Below this is a breadcrumb trail: 'Home > Client List > Baker, Helen | Snapshot'. The main content area is divided into several sections:

- Client List:** A table listing clients with columns for Client Name, Salutation, Phone, Email, Market Value, Client Rating, City, and Zip. The first few rows are: Akers, Joseph (Mr, (610) 975-3000, akers.joseph@sungard.com, \$3,457,209.05, Tier 1, 64078); Adams, Martin (Mr, (610) 975-3000, Adams.Martin@sungard.com, \$3,475,209.00, Tier 1, 34078); Adams, Susan (Mr, (610) 975-3000, Adams.Susan@sungard.com, \$3,475,209.04, Tier 2, 64078); Abbot, Victor (Mr); Cross, Joanne (Mr); Packman, Jody (Mr); Client, Beth; Leigh, Mary (Mr); Miller, Barbara (Mr); Sommers, Helen (Mr); Strozier, Barbara (Mr); Trass, Camantha (Mr); Cates, Stephen (Mr); Clark, Homer (Mr).
- Client Summary:** A section for 'Baker, Helen | Snapshot' with a breadcrumb trail: 'Dashboard > Client Info > Financial Planning > Investment Management > Account Inquiry > Trading > Workflow'. It includes a 'Select Account or Composite' dropdown set to 'All Accounts'.
- Net Worth:** A bar chart showing Net Worth components: Assets (\$1M), Liabilities (\$250K), and Net Worth (\$750K).
- Assets:** A table listing assets and accounts with their market values:

Asset/Account	Market Value
60004 Traditional IRA	\$250,000
4560713 Investment Stock Option 1	\$500,000
Stock Option 1	\$75,000
- Asset Allocation:** Two pie charts comparing 'Current Portfolio' and 'Target Portfolio'. Below them is a table:

Asset Class	Current	Target	Adjustment
Cash Equivalents	2.83%	0.00%	-2.83%
Municipal Bonds	0.00%	1.94%	1.94%
Corporate Bonds	9.66%	3.06%	+6.60%
Large Value Stocks	51.16%	17.50%	+33.66%
Large Growth Stocks	10.54%	17.50%	6.96%
Small Value Stocks	15.85%	20.00%	4.15%
Small Growth Stocks	0.00%	20.00%	20.00%
Mid Cap Stocks	9.95%	0.00%	+9.95%
International Stocks	0.00%	15.00%	15.00%
- Alerts:** A section with various alerts like 'Regional Exposure', 'Sector Exposure', 'No Target Allocation', 'Reinvest Surplus', and 'General Review'.
- Notes:** A section with an 'Add Note' button and a table for notes.

From its dashboard to a versatile client list, to comprehensive views of each client, WealthStation helps keep key information and the client at the forefront.

The platform integrates your data and makes it available across WealthStation’s full spectrum of tools and capabilities. It can flow easily to back-office systems to help minimize duplication and data errors. There is no need to log out, and then log in to another system, or perform unnecessary manual tasks for importing and exporting account data. Other advisors can be given access to your client information too, enabling open collaboration and teamwork. Information sharing can help save time, so that you and your firm can concentrate more on the most important part of your business — client relationships.

Tools for Today and Tomorrow

The tools included in WealthStation Client Management allow you take a client from an initial profiling interview all the way through to the account opening process and beyond — helping you deliver ongoing service excellence. WealthStation and its various modules were designed to provide the tools to help you to be productive, while introducing a flexible platform for wealth management that can grow as the business grows.