EASY AS 1-2-3

1 Take Advantage of TMM Core Strategic Portfolio Management

2 Keep Your Identity

3 Offload Back Office Cost Center and Headaches

The two greatest challenges independent financial advisors face are (A) investment management, and (B) "back office" operations. While many consider themselves to be good or very good investment managers, it may not be your greatest value to the client, and they may not perceive it as your greatest value. In addition, many advisors are overwhelmed by the back office cost-centers it takes to run the business.

Client facing activities are the true path to growth. TMM+ was built by advisors for advisors as an alternative to investment management and "back office" operations. Until now, the only way to get both was to give up your identity. No longer.

Keep your identity. That is why, as we created this accurate and timely support program for the "back office" with the highest level of integrity for advisors that utilize the True Market™ Models investment portfolios, in a truly client-first culture. Let us help you.

We continually strive to preserve and enhance our advisor partners' reputations delivering "Best in Class" resources for the ultimate turnkey branded platform and back office services. Equally important is our consultative input in the front office. We provide a variety of strategic tools specifically designed to facilitate and amplify the growth of affiliate advisors' practices.

With TMM+ your business will grow with more income, greater satisfaction, efficiency and client interaction.

Greater Growth

More Satisfaction

Increased Efficiency

Valuable Client Interaction

Sustained Independence

Access to a Flexible and Wide Range of Services

Business Management Program

- TMM+ Advisor View: Dynamic performance reporting, account aggregation, branded to your firm client web-portal, fee processing/billing statements
- TMM+ Advisor Rebalancing: trade processing, and model portfolio rebalancing
- Rebalancing automatically routes trades to custodians in one single activity
- SWP Advisor CRM: Fully integrated including automated workflows, document management, financial planning, account aggregation, and so much more
- Paperless: LaserApp> DocuSign> Secure Email> LaserFiche> Firewall

TMM+ integrates with Morningstar, Mid-Atlantic, Ascensus,Envestnet, UMAX: UMA TD Ameritrade, Investment Solutions. Open architecture platform encompasses a broad range of institutional-quality research, investment products and advisory services

Administrative Support

TMM+ offers assistance in technology training, data entry and hardware set-up support. Our fulltime support team helps integrate the technology you need to run your business model from day one. Naturally, with our cloud-based technology, (including mobile apps) you are only a key-stroke away from your client data.

Visionary Cloud Infrastructure

All of SWP's technology is Cloud-Based: business management system paperless everything: billing, performance reporting, account documents, LPOAs, LOAs, etc. document storage (conversion services available) branded eMail, eFax and social media with archiving

Custodian Support

Hold clients' assets at any major custodian. SWP has existing relationships with several custodians and independent broker/dealers

E&O Insurance

E&O is included in your Platform Services Fee. ($1M per, $5M cap)

Compliance

Summit Wealth Partners, Inc. (SWP) and affiliates work to ensure all compliance requirements are met and up-to-date

- ADV submission and maintenance
- Client brochures, client agreements, code of ethics, privacy policies
- SEC Audits, books and records, policies and procedures, disaster preparedness and business interruption
- Marketing reviews, social media surveillance, document archiving

Gain From Our Perspective

- Our values are totally aligned with yours
- We are built by advisors, for advisors
- Our business management program streamlines and automates your business
- Resources for hiring and retaining personnel
- Access to best practices, processes procedures
- TMM+ team is committed to you
- TMM+ saves you time and money to help you focus on building your business

Marketing Support

Our goal is to help you grow your business through marketing. Become a local celebrity, through books, articles, and other communications, and public relations. Direct response marketing includes compliant and effective resources such as direct mail, newsletter, newspaper, television and radio scripts, email blasts, seminars and workshops -- from invitation, to consultation, and everything in between (including the power point presentation); specific plans to attract referrals from attorneys and accountants, birthday cards, and client anniversaries, seasonal and special occasion client gifts, branding, website design and content, and more.

Portfolio Design Process

Preparation of educational and other presentations to facilitate clients

- Recommended allocation
- Implementation recommendations, especially regarding the tax impact of reallocation
- Processing of all new account and transfer paperwork
- Troubleshooting issues arising during transfers and new account process
- Remain aligned with client's risk tolerance
- Track allocations per Investment Policy Statement (IPS)
- Ongoing rebalancing as appropriate considering transaction costs and tax impacts vs. out of balance costs
- Tax loss harvesting as appropriate
- Availability to advisor or client or both for account discussions on demand
- Periodic re-evaluation of goals and objectives in consultation with Advisor
- Redesign of portfolio allocations in response to material changes in client's financial or life situation as needed
- Quarterly Chief Investment Officer market updates

Reporting and Back Office Support

- Online access to Envestnet Performance platform
- Staff training sessions are available on an as needed basis
- GIPS compliant quarterly report packages sent to advisor and client
- Quarterly and trailing performance (quarterly, YTD, since inception)
- Quarterly appraisals of all accounts
- Reconciliation of fee charges
- Schedule of YTD realized gains and losses plus capital gains distributions if any
- Client reports emailed to and accessed by clients via secure link if desired
- TMM+ (or Advisor branded) quarterly performance reporting
- Market commentary
- Current consolidated and individual account client assets by asset class with benchmark comparisons
- Current consolidated and individual account allocation vs. IPS allocation
- Various portrayals of performance (quarterly, YTD, since inception compared to benchmark performance Ongoing account maintenance
- Monitoring and notification of cash balance availability for recurring, or on-demand distributions or templates for most common letters and forms: LOAs, LOIs, deposit ledgers, etc.
- Assistance and instructions for completing custodian forms
- Assistance in connecting and communicating with appropriate custodian representative for other questions
- Maintaining all client statement and related information in electronic form.
- Work-flow management systems (creation, destruction, and communication)
- Electronic file maintenance and scanning
- On-board new client paperwork processing, including welcome package and complete files
- Annual management fee reports for tax compliance
- RMD calculations and deficiency report to advisor
- Data accuracy and completeness checks
- Training videos on common tasks.
- Supervision of recurring or on demand payouts or transfers in kind
- Consultation with lead advisor regarding client profile, goals and objectives
- Evaluation of client risk profile
- Preparation of investment plan and investment policy statement
- Includes analysis of current portfolios
- If applicable, production of LOAs for clients directing appropriate or desired instructions to custodian
- Maintaining client statements and related information digitally

Succession Planning on Your Terms

You keep your identity; gain greater value for your business. Ask us how! Many advisors have not only hit a ceiling on their asset base, but also now have a "self-liquidating" asset base. Several options exist for your succession planning. You decide when and how. Most such plans involve an outright sale. Alternatively, we offer another option that can be achieved on your schedule over an extended period of time that allows you to remain active as long as you want. We have done this with great success for advisors and for client retention.

There are many customized and creative variations in between. The point is we can tailor your succession plan for your own comfort level, giving you the control and confidence you deserve to continue doing your good work.

Consultative Functions

- Principals available for ad hoc consultation on individual cases
- Support with practice development including best practices and referral development program
- Marketing consulting including development of content and presentation
- Annual advisor conference
- Independent analysis of life insurance and annuity holdings for clients
- Advanced planning for HNW clients and business owners
- Quarterly analysis of practice performance metrics
- AUM growth
- # of new/lost clients
- New/lost AUM from existing clients
- Revenue per client
- Clients per professional

H/R Support

For many advisors, attracting, hiring, training, and firing can be a big time waste and extremely frustrating. We have tools and resources to help you understand the position you need, the type of person to fill that, how to attract that person, how and how much to compensate, how and what to train, and hold that person accountable.

On average, most financial advisors spend between 20-40% of their gross revenues on these back office services. We can help you recapture that revenue. If your revenue is $600,000, TMM+ would help you recapture over $120,000 and at the same time help you to provide more service and better deliverables for your clients.

Risk Reduction

We know that you will find greater value in using us. As an experienced advisor support company, we have done this for years and with great success. Some advisors have experienced 100-200% increase in net take home pay, in just 2 to 4 years. Each has experienced terrific stress reduction knowing they can focus on what is most important: client relationships -- both existing and cultivating new ones. You get smoother operations; seamless client experience; more satisfied client service personnel; and more value to your clients. Everything leads to increased assets under management and more revenue.

Summary

Summit Wealth Partners, Inc. and True Market™ Models will work tirelessly on behalf of your clients and you to bring you powerful performance, transparency and accountability in the most cost effective manner, while helping you retain control and independence, reduce risk, give you back more time, and an increasing opportunity to thrive.

Why Do Anything

Because continuing the same efforts will reap the same results
you have everything to gain

What We Offer

TMM+ is a powerful third party investment management program that includes proven professional marketing and back office services

Why Us

With TMM+ you hire our entire team of experts with proven success in the financial industry that can take your firm to the next level

What's Next?

Contact Us Today →

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For additional information go to
www.Mysummitwealth.com

Empowered by Summit Wealth Partners, Inc.
a Security Exchange Commission
Registered Investment Advisory
firm headquartered in Orlando, FL