Product and Service Fact Sheet

Managed Account ADVISOR℠

What Is Managed Account Advisor℠?

Managed Account Advisor is an all-inclusive-fee, managed account program that allows you to provide high-net-worth individuals and institutional clients access to customized investment strategies using mutual funds, separately managed accounts, and multi-style accounts called Overlay Separate Account Portfolios.

The Features of Managed Account Advisor

- **Conflict-Free Research and Due Diligence.** Lockwood's experienced research team constructs portfolio strategy recommendations to cover the broad spectrum of client investment objectives. These strategy recommendations can be implemented using any of the available investment vehicles, which are actively managed by the research team using one of the industry's most rigorous due diligence processes. Additional research support is provided through a variety of electronic research communications and news items, as well as links to individual money manager web sites.
- **Flexible Investment Options.** You can construct a client's portfolio by choosing from a flexible menu that includes separately managed accounts, mutual funds, and proprietary multi-style accounts known as Overlay Separate Account Portfolios. Whatever combination of vehicles you select, your clients will receive consolidated performance reporting.
- **Dynamic Proposal Tool.** Create comprehensive, tailored proposals that incorporate system-generated investment recommendations with financial planning analysis. The proposal system will enable you to walk clients through the profiling process, generate wealth accumulation scenarios and portfolio manager analytics, and deliver prepopulated account opening documentation that is ready for signing.
- **Account Monitoring.** Track and analyze account progress for clients at any time with online performance reporting tools. Reporting includes: consolidated and individual account performance, asset allocation statistics, portfolio characteristics, and gain/loss information. Additionally, you can grant clients access to the online investor workstation so they can view up-to-date account information on their own.
- **Lockwood Central.** Access to the proposal system and account information, as well as a multitude of sales, marketing, and research resources, is made simple with Lockwood Central, a dynamic web-based managed account workstation for investment professionals.
- **Proposal Design Team.** Support for your managed account efforts includes sales and research services from a team of experienced professionals who are on hand to help you analyze a client's situation and goals, and then develop an appropriate investment proposal.

The Benefits of Managed Account Advisor

- **One Program to Market and Manage.** A proposal system with integrated investment options enables you to tailor investment strategies for all of your clients seeking a fee-based account with advisory services. The flexible investment options available provide solutions for accounts starting at $25,000.
- **Tailored to Clients' Investment Objectives.** Individual account management allows for treatment of tax-sensitive issues, acceptance of clients' investment restrictions, and individual performance reporting.
- **Strengthens Client Relationships.** Managed Account Advisor broadens your service offerings and allows you to focus on clients' objectives, rather than portfolio construction and security selection. Additionally, because compensation is asset-based, all participants in the program have a strong and continuing incentive to increase the value of your clients' portfolios.
- **Builds an Annuity-Like Revenue Stream.** With Managed Account Advisor, you can diversify compensation structures by building an annuity-like revenue stream to complement commission-based activities. Compensation grows as account assets grow, independent of trading volume. In addition, your firm receives the financial benefits that accrue from the accounts being opened on your books and records.
- **Unparalleled Service.** Lockwood's experienced professionals will help you launch and grow your managed account offering, from guiding you through the details of implementation, which includes extensive training, to ongoing assistance with portfolio construction, marketing, and sales support.

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