Trust
Trust Company of America

RIA TECHNOLOGY & CUSTODY

# Multi-Manager Unified Account Program

*A new breed of managed account program that offers advisors the ability to match strengths and mutually benefit from complementary relationships*

*A managed account program offering multiple modeled portfolios managed by different money managers in a single client account*

## Best of Both Worlds

Every investment advisor possesses a core strength. While some thrive at equity investing, others excel at fixed income strategies or are exceptionally adept at asset building. Ideally, a firm taps a broad spectrum of expertise to achieve optimal growth.

Yet such efforts can prove time-consuming and costly. Finding and retaining high quality partners and employees generally requires a large investment of energy and resources.

Recognizing the challenges inherent in building a thriving investment advisor practice, Trust Company of America® has developed a powerful tool that facilitates relationships between investment advisors possessing complementary skills. Through its use, advisors focused on gathering assets can pair with advisors focused on managing money, or a group of advisors can share their investment expertise without sharing their client lists. As a result, advisors may enjoy significant benefits from leveraging the investment or marketing expertise of others while maintaining complete control over their account base.

## Multi-Manager Unified Account Program

The ***Multi-Manager Unified Account Program*** delivers the combined benefits of a unified managed account program, third-party money management, and Trust Company of America's modeled portfolio technology. Rooted in Trust's ***TCAdvisor® II Portfolio Management and Trading Platform***, the program uses powerful modeled portfolio-based trading to seamlessly integrate multiple modeled portfolios managed by different money mangers in a single client account. Master portfolios are designed, maintained, and modified by money managers, while client advisors own the client relationship. For added convenience, money managers can feature multiple asset types in a single master portfolio and client advisors can rebalance client allocations across multiple modeled portfolios at any time. The end clients benefit with consolidated views of their account online and a single statement encompassing all modeled portfolios in their account.

## How It Works

After the client advisor screens the money manager, the client advisor and money manager enter into an agreement. The client advisor grants access to select modeled portfolios for the money manager to trade. In seconds, the money manager can trade one or more modeled portfolios containing their own accounts and client advisors' accounts simultaneously. Both parties use ***TCAdvisor***, yet only the client advisor has access to client information.

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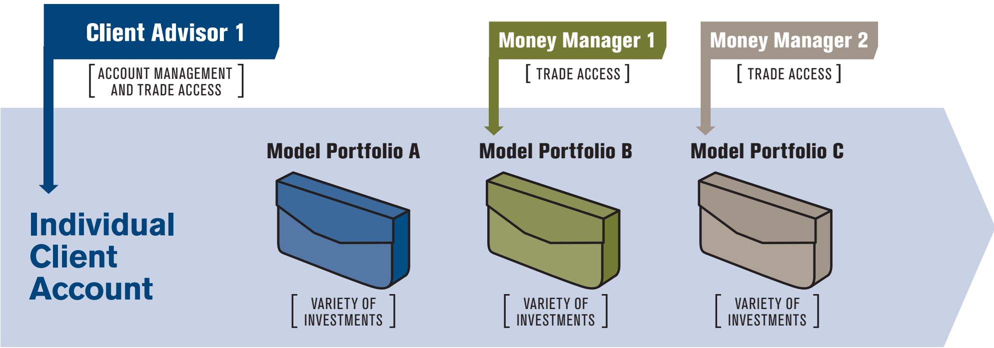
## Client Advisor Benefits

For the marketing-driven advisor seeking to continually add to a firm's assets under management, Trust's **Multi-Manager Unified Account Program** provides the ability to:

- Streamline account allocation with TCAdvisor's modeled portfolio technology
- Select money managers who best fit the need – no pre-set list
- Expose clients to diverse investment strategies, classes, and allocations
- View all modeled portfolios together in a client account, including those managed by other money managers
- Report portfolio-level performance in addition to composite performance at the client-level
- Lower investment-related overhead while maintaining complete control over the client base
- Focus on business development and servicing clients




## Money Manager Benefits

For the performance-driven advisor seeking the optimal investment blend, Trust's **Multi-Manager Unified Account Program** provides the ability to:

- Utilize Trust as a custodian or simply license TCAdvisor to manage assets
- Streamline trading with TCAdvisor's modeled portfolio technology
- Trade and set goal percents simultaneously across all house accounts and all client advisors
- Engage in relationships with limitless client advisors through use of scalable modeled portfolio technology
- Eliminate direct servicing of client accounts
- Focus on research and optimizing investment returns


**Important:** The advisor managing the end client account is responsible for the selection and screening of money managers. Trust does not screen, recommend, or endorse money managers. Trust acts as the asset custodian and does not offer investment advice.




To learn more:

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