

Ongoing advice is part of the relationship

What if I want to make changes to my advisory account?

You will discuss your account with your IA-Rep on a regular basis in order to keep information up-to-date and make any needed changes. The breadth and depth of the WMS programs help ensure that the most appropriate investment solutions can be discussed, adjusted and implemented at any time through your IA-Rep.

What metrics can be used to evaluate performance?

Market Indices

A market index is a metric that tracks the performance of a group of stocks, bonds, and other investment securities, each with its own unique investment characteristics and risks. You cannot invest directly in an index. A stock index, for example, measures the value of a hypothetical portfolio of stocks and is computed from the prices of the selected stocks (typically a weighted average) and the number of outstanding shares of the various stocks. Some indices are designed to indicate the overall performance of the market, while others follow a particular sector. Market indices can be used by IA-Reps and clients as a tool to describe a specific market and to compare the returns on specific investments. Different methods are used to calculate a market index's value, such as price-weighting, market-value-weighting and capitalization-weighting, that each have their own set of pros and cons. A variety of these methods are prevalent today, and the mathematical intricacies of each ultimately determine their true usefulness.

Trailing performance

With trailing performance (also referred to as "rolling returns"), performance is measured in sometimes smaller, overlapping periods, instead of the end of calendar years.

For example, a five-year period may be represented with different 12-month "rolling" periods such as January 31st of one year to January 31st of the next year instead of five annual numbers.

Having open and regular discussions with your IA-Rep helps to ensure that you are on track with achieving your financial goals.

How will I communicate with my IA-Rep and how frequently?

Communication is a key ingredient to a mutually rewarding professional relationship. Depending on your needs and preferences, you and your IA-Rep will determine together the optimal way to communicate and the frequency of those communications. At a minimum, however, you should meet with your IA-Rep annually to ensure that all your financial information is up-to-date, to review your overall investment strategy, to discuss your progress toward reaching your goals and to address any questions or issues that are important to you and others you care about.

You will also receive monthly statements and quarterly performance reports so you can view account balances, transactions, performance and fees, along with other information to keep you up-to-date with the management of your investment programs.

How can I access my account online?

You can access account statements, quarterly performance reports, tax documents and your account history through an online account management platform for 24/7 access to your account information. Your IA-Rep can help you establish your login credentials.