First Clearing

Video Transcript – In Their Words – Envision Montage

[Music]

***Title Overlay**: In Their Words,* **Digital Solutions to Meet Today's Business Demands**

Advisor #1

>> We were actually a self-clearing firm up until about four years ago until we partnered with First Clearing. And I know that having not been there prior to, when we were a self-clearing firm, I know that it's really revolutionized us from a technology standpoint.

(**Graphic Overlay**: **Digital Solutions to Meet Today's Business Demands.**)

Specifically, Envision is something that I gravitated towards immediately. And quite honestly, I've leveraged it right out of the gates with prospects that have become clients.

(**Graphic Overlay**: The Envision® process – Helps advisors identify and prioritize clients' financial and life goals.)

And I think it's a really good opportunity to really kind of set the foundation and for me to get really good understanding of not only what their financial picture looks like but really what are they looking to accomplish both pre- and post-retirement? And I think that's where I can establish the value from day one on demonstrating what I can bring to the table to help them accomplish those goals.

(**Graphic Overlay**: Gaining a holistic view of a client)

Once I've been able to really get the holistic picture of what their financial situation looks like and then obviously relative to their goals, I'm really able to add value because I can demonstrate that through,you know, tailor fitting a customized portfolio or letting them know where they need to save versus spend in order to accomplish those goals.

Advisor #2

So I use the Envision tool for all of my advisory clients

(**Graphic Overlay**: An ideal resource for opening the door to meaningful conversations)

and I find it a very straight forward way to gather information, organize information, and then bring it back to the client and walk through it with them in a very easy-to-understand manner.

(**Graphic Overlay**: The Envision® process, Helps build stronger relationship and gain external assets)

It really just allowed me to have a stronger relationship with the clients because I focused on more financial aspects of their life as opposed to just investment selection.

Advisor #3

(**Graphic Overlay**: The Envision® process, Build structure into a practice. Identifying financial and life goals)

>> I was introduced to Envision, and quickly adapted it as a way to build structure into my practice, number one.

(**Graphic Overlay**: video of a person looking at a computer)

Number two is, and to being able to have a tool with which to orient clients to their own situation. Get them on the same page as where they're -- where they think they're trying to get to, at least what they can articulate they're trying to get to. And so, it provides that structure, and the third thing is, from a compliant standpoint, it does provide a means with which to really demonstrate that you are digging deep into the client situation.

(**Graphic Overlay**: Capturing client interactions)

Getting to know them pretty well, and then putting all of that into a structure.

Advisor #1

We're working with fifth and sixth generation clientele. And I've seen everything evolve at this younger generation of clients.

(**Graphic Overlay**: Engaging the next generation)

You know, they don't just want but they expect financial planning and a retirement tool. And Envision has been a great resource for us to use to start to engage them in that conversation.

[Music]

Disclosures:

First Clearing. A trade name of Wells Fargo Clearing Services

IMPORTANT:

The projections or other information generated by *Envision* regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results may vary with each use and over time.

***Envision* methodology:**

Based on accepted statistical methods, the *Envision* tool uses a simulation model to test your Ideal, Acceptable and Recommended Investment Plans. The simulation model uses assumptions about inflation, financial market returns and the relationships among these variables. These assumptions were derived from analysis of historical data. Using Monte Carlo simulation the *Envision* tool simulates 1,000 different potential outcomes over a lifetime of investing varying historical risk, return, and correlation amongst the assets. Some of these scenarios will assume strong financial market returns, similar to the best periods of history for investors. Others will be similar to the worst periods in investing history. Most scenarios will fall somewhere in between.

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