REALITY CHECK 13

CLIENT TRANSITION: WEALTH CONTINUUM

Name: Click and type

Date: Click and type

Once you’ve completed this best practice, submit your completed Reality Check as follows:

* + - Complete this document with your answers.
    - Save a copy of your completed *Reality Check*.
    - Email it as an attachment to your designated support representatives.

1. What is the purpose of the Client Transition process? Click and type
2. What are the key client-facing steps when you are transitioning a client from a Financial Planner? Click and type
3. Who else will you need to be communicating with in regards to this process? Click and type
4. When meeting with higher value clients with more sophisticated investment and planning needs, do you understand the process to introduce them to the Financial Planner? Click and type
5. When meeting with base-line clients who are best suited for automated investment solutions, do you understand the process to introduce them to this entry-level investment approach? Click and type