



Private Wealth Consulting

A customized service for high-net-worth investors



Customized Investment Solutions

Envestnet | PMC's Private Wealth Consulting offers customized investment solutions and white-glove service for individual and institutional investors with more than \$1 million of investable assets.

Our process provides you with direct access to a dedicated team of investment specialists and portfolio managers, as well as other services, for a comprehensive, interconnected experience that helps address your unique financial needs.

Exclusively for
high-net-worth
investors

Featuring
customized portfolio
recommendations,
including tax and
impact overlay
options

Leveraging
asset allocation
and manager
research from
Envestnet | PMC

The Private Wealth Consulting process includes three key steps to help ensure your portfolio is built for your specific investment goals, using strategies from across the investment management industry. These steps include: Consulting, Solutions, and Support – and your team will guide you to help ensure an efficient and highly personalized experience.

Private Wealth Consulting



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Our Process: **Consulting**

Our process begins with a thorough assessment of your investment goals, objectives, and priorities. This will help determine your appropriate asset class and investment vehicle mix. To gather this information, you'll first meet with the Investment Specialist Team to discuss and explore your investment strategy biases, required return, and risk tolerance.

This conversation will also help uncover how we can leverage specific customizations for your circumstances:

- **Portfolio Construction Services:** For investors seeking to align their investment preferences with a unique investment methodology approach.
- **Asset Allocation Customizations:** For investors who want to design an asset allocation that will not only align with their goals, but also focus on concentrated security tax transition; Environmental, Social, Governance (ESG) preferences; and endowment or foundation specifications related to their Investment Policy Statement.
- **Security-Level Customizations:** For investors who want to place certain restrictions on their portfolio related to the selection of and adjustments to the contents of their portfolio. Envestnet | PMC's robust proposal process enables you to leverage filters such as: individual securities, industries, years to maturity, and municipal bond portfolio state-level preference.
- **Tax Overlay Services:** For investors who want to control the realization of short-term capital gains, we seek to deliver the pre-tax returns of the underlying managers and portfolios, while improving after-tax returns.
- **Impact Overlay Services:** For investors who want access to best-in-class impact and sustainable investment strategies and technologies to align their portfolio to both their goals and their personal convictions.

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Our Process: **Solutions**

Now, we design your portfolio. Private Wealth Consulting's open architecture allows us to bring together best-in-class asset managers and strategies, not just those managed in-house.

All recommendations are based on Envestnet | PMC's Capital Market Assumptions, Asset Class Portfolios, and manager research and due diligence. We can support a range of investment styles (strategies or philosophies) to best meet your needs.

You'll benefit from a wide array of approved managers across asset classes:

- 5,000+ approved strategies (SMA, mutual fund, ETF, alternatives, etc.)
- A robust, yet exclusive, "Select List"
- Sustainable investing strategies
- Direct indexing solutions



Capital Market Assumptions (CMAs)

The expected returns, standard deviations, and correlations that represent the long-term (10+ years) risk/return forecasts for almost 48 asset classes, including alternatives.

Guiding Principles:

- Global capital markets are largely efficient in the long run.
- Investors, as a whole, are not compensated for risk that can easily be diversified away.
- There is a trade-off between risk and return.
- The mean-variance/CAPM frameworks are reasonable models of this risk/return tradeoff.

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Our Process: **Support**

Finally, we implement your portfolio design. Once complete, we monitor, analyze, and report your investment results. A dedicated team is available to work with you and your advisor, including a Client Portfolio Manager and an internal Portfolio Manager.

Your advisor will:

- Continue to serve as your trusted contact for your day-to-day relationship.
- Initiate as-needed service requests.
- Execute requested changes to your investment strategy.

Your Client Portfolio Manager will interface directly with you and your advisor to:

- Review your portfolio on a quarterly and annual basis.
- Make updates to your asset allocation and investment products.
- Communicate changes to your investment products.

Your internal Portfolio Manager will:

- Make changes to your asset allocation.
- Rebalance your portfolio.
- Execute service requests and goal modifications.
- Select managers.
- Change investment products.

Further, our service team is available to help your advisor with any questions or requests.

Talk to Your Advisor About How to Get Started

Ask your financial advisor to contact their Envestnet representative to initiate a Private Wealth Consulting engagement or email PrivateWealthConsulting@envestnet.com.



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Investments in smaller companies carry greater risk than is customarily associated with larger companies for various reasons such as volatility of earnings and prospects, higher failure rates, and limited markets, product lines or financial resources. Investing overseas involves special risks, including the volatility of currency exchange rates and, in some cases, limited geographic focus, political and economic instability, and relatively illiquid markets. Income (bond) funds are subject to interest rate risk which is the risk that debt securities in a fund's portfolio will decline in value because of increases in market interest rates.

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Diversification does not guarantee a profit or guarantee protection against losses.

Advisors should always conduct their own research and due diligence on investment products and the product managers prior to offering or making a recommendation to a client.

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