SEI Advisor Network
Wealth & Advisor Services

Providing flexible services that help you save time, build long-term relationships, and increase profitability.
SEI Advisor Network

Suite of Solutions

**Investment & Wealth Programs**

- Manager-of-Managers Solution
- Goals-Based Strategies
- Mutual Funds
- Separate Accounts
- Distribution-Focused Strategies
- Tax-Managed Solutions
- Taxable Ladders (Corporate/TIPS)
- Tax-Free Ladders (National & State)
- Bank Services:
  - Debit Card
  - Online Bill Pay
  - Checking
  - FDIC-Insured CD options** through SEI's Bond Desk
  - Security-Backed Lines of Credit*
- Personal Trust Services with Agent or Directed Trustee in all 50 states

**Administration & Technology**

- Single-Source Custody Platform
- Trade Processing
- Systematic Withdrawals
- Tax Management
- Tax Reporting
- Advisor Fee System
- Automatic Portfolio Rebalancing
- Customizable Goals-Based Client Statements
- Advisor Reporting
- Advisor Website and Investor Website
- On-line Proposal Tool
- On-line & Customizable Performance Reporting

**Practice Management Systems**

- Case Support:
  - Investment Advice & Planning
  - Tax Review Service
  - Experienced Team of CFAs, CFPs, & CPAs
  - Customized Performance Analytics
  - Ongoing Proposal Support
- Custom Marketing Materials
- Investor-Approved Seminars
- Research Papers and Commentaries
- Quarterly Investment Reviews
- Coaching & Growth Programs
- Client Segmentation, Time Analysis & Growth Worksheet
- Market Positioning & Branding
- Strategic Alliances & Discounts

**Advisor Consultation Team**

- Business Partner
- Share Best Practices
- Quarterly Face-to-Face Meetings
- Monthly Phone Calls
- Same-Day Return Calls and Email
- Joint Client Presentation Support
- Access to Oaks Campus

SEI provides a total outsourced end-to-end solution to save you time, reduce costs, and increase business value.
OVERVIEW

The SEI Advisor Network provides financial advisors with turnkey wealth management services through outsourced investment strategies; administration and technology platforms; trust, banking, and institutional services; and practice management programs. Through these services, SEI helps advisors save time, grow revenues, and differentiate themselves in the market. The SEI Advisor Network has been serving the independent financial advisor market for more than 17 years, and has over 5,800 advisors who work with SEI. The SEI Advisor Network is a strategic business unit of SEI Investments Co.

ASSETS UNDER MANAGEMENT

SEI manages or administers $430 billion in mutual fund and pooled or separately managed assets, including $180 billion in assets under management. *AUM as of 6/30/2011

WEBSITE

www.seic.com/advisors

ACCOUNT MINIMUM

No minimum account size for Mutual Fund Portfolios

ASSET MANAGEMENT FEES

30-130 bps internal fund fees or separate account fees depending on various investment options. Average expense ratio is 90 bps on a 60/40 diversified mutual fund portfolio. No additional platform fees or trading costs for SEI’s Mutual Fund or Separately Managed Accounts.

CUSTODY FEES

No custody fees for accounts over $50,000. A custody fee of $60 annually will be applied to accounts under $50,000.

REBALANCING

Quarterly

INVESTMENT PHILOSOPHY

SEI’s investment philosophy is a scientific, disciplined and proven approach based on six principles: asset allocation, portfolio design, investment manager selection, portfolio construction and management, risk management, and tax management when appropriate.

UNIQUE INVESTMENT OFFERINGS

Various portfolios are designed to support a full array of clients’ needs including liquidity, accumulation, and distribution. SEI’s unique goals-based portfolios are strategies constructed based on various client goals, risk tolerances and time horizons. SEI’s state-of-the-art goals-based performance reporting illustrates the client’s progress toward specific goals. SEI’s Distribution-Focused Strategies are designed to provide a recurring income solution for investors who are taking regular distributions from their portfolios. SEI’s unique Integrated Managed Accounts Program provides a tax efficient investor solution for taxable assets.

INVESTMENT STRATEGIES

Strategies include tax-managed and non tax-managed mutual funds, goals-based investment strategies, separately managed accounts, distribution-focused strategies, and laddered bond portfolios. All strategies are implemented using institutional, best-of-breed, specialist money managers. SEI provides ongoing oversight and dynamic asset allocation.

BANKING SOLUTIONS

SEI provides a range of banking services, including checking, debit card, securities-backed lines of credit, *online bill pay, and **FDIC—insured CD options. * Through Bankcorp Bank ** Through SEI’s Bond Desk

TRUST SOLUTIONS

SEI Private Trust Company can act as agent for a trustee or as a directed trustee, and can assist with many of the administrative responsibilities of the trust.

TYPES OF ACCOUNTS

SEI can provide investment management and reporting for several account types, including, but not limited to, IRAs, Roth IRAs, individual and joint non-qualified accounts, trusts, estates, endowments, foundations, defined benefit plans, and defined contribution plans.

ADMINISTRATIVE SOLUTIONS

SEI Private Trust Company (SPTC) is the custodian of all assets and provides advisors and their clients with one-stop accountability. SPTC handles end-to-end account functions including trade processing, systematic withdrawals, tax reporting, advisor fee deductions, portfolio rebalancing, statements and reporting.

TECHNOLOGY SOLUTIONS

Advisor and investor websites, downloading capabilities through Albridge, Advent and others, and online performance reporting tools.

BUSINESS TRANSITION TEAMS

Dedicated project management teams to assist with the conversion of new assets to SEI, including providing assistance with client segmentation, proposals, investment policy statements, and paperwork.

CASE MANAGEMENT SUPPORT

SEI will do all proposals and case analysis for you. Also, for your more complex opportunities you will have access to SEI’s Investment Case and Analysis Team which is comprised of CFPs, CPAs, and CFAs who provide customized performance analytics, investment analysis, advice, planning and presentation support.

ON-LINE PROPOSAL SYSTEM

SEI provides advisors with the ability to access our proposal system directly online.

MARKETING & GROWTH PROGRAMS

SEI can provide various marketing tools including customized marketing materials, investor-approved seminars, research papers and commentaries, quarterly investment review webcasts and letter templates, advisor growth programs, and market positioning and branding tools.
## Where SEI Can Help

### Investor Scenarios

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<th>SEI Program Offering</th>
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<td>Integrated Managed Accounts Program (IMAP)</td>
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<td>Investors with a poorly diversified portfolio</td>
<td>All Models</td>
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<td>Investors in a high tax bracket</td>
<td>IMAP, Tax Sensitive, Tax Managed and Private Client models, Tax-Exempt Fixed Income</td>
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<td>Investors who are looking for principal protection</td>
<td>Bond Solutions - Laddered, Treasury Inflation Protected Securities (TIPS), and Munis. CD's and Stability Focused.</td>
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<td>Investors looking for income distribution</td>
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<td>Investors concerned about market volatility</td>
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<td>Investors concerned about inflation</td>
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<tr>
<td>Investors looking for a total wealth solution</td>
<td>Investments, Banking Services, Trust Services, Institutional Plans</td>
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### Advisor Scenarios

- Advisors looking to grow assets under management
- Advisors who are at capacity – need to delegate business functions
- Advisors looking to transition to a fee-based business
- Advisors already doing some fee-based business and are:
  - Self-managing (do-it-yourself) and looking to outsource asset management and back office
  - Currently working with another third-party platform
  - Experiencing growing pains or exit strategy concerns
  - Looking to differentiate themselves from the competition
  - Looking to provide clients with access to institutional money managers at institutional costs

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**Subject to FDIC insurance rules which may include but are not limited to: (1) with respect to CDs, caps on amounts insurable on a per depositor, per depository institution basis, and changes in insurable amounts for different time periods; and (2) with respect to FDIC-insured corporate debt, caps on the amount of such debt a corporation can issue. Please consult with your client and consider the FDIC rules before making the decision to invest in an FDIC-insured product.**

This information should not be relied upon by the reader as research or investment advice. This information is for educational purposes only.

For those SEI funds which employ the ‘manager-of-manager’ structure, SEI Investments Management Corporation (SIMC) has the ultimate responsibility for the investment performance of the fund due to its responsibility to oversee the sub-advisers and recommend their hiring, termination and replacement.

There are risks involved with investing, including loss of principal. Diversification may not protect against market risk. There is no guarantee the goals of the strategies discussed will be met.

SEI Investment Management Corporation is the advisor to the SEI Funds, which are distributed by SEI Investments Distribution Co (SIDCO). Custody services provided by SEI Private Trust Company (SPTC) is a limited purpose thrift. SIMIC, SIDCO, and SPTC are wholly owned subsidiaries of SEI Investment Company.

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