



# New Generation Wealth Management Services Platform

**A** **N INNOVATIVE, TURNKEY** platform offering the resources, technology, and infrastructure to serve the changing needs of your clients.

A comprehensive platform designed to increase your office efficiency, increase your menu of services, increase your profit margin, increase the upside potential of your compensation package, build client relationships, and grow the value of your practice.

CAI President Bob Cogan says, “I believe the independent broker/dealer of today must provide advisors with new solutions to the daunting business challenges they face today. The Capital Analysts Wealth Services Platform is the basis for this new relationship.”

## Wealth Management Services

CAI provides an integrated, holistic approach to Advance Planning, Life Planning, as well as Investment Services. These include cost effective, best-in-class models: from tax, estate, and business succession planning to assurance, charitable and investment planning.

And Steve Mayhew, Senior Vice President announces, “An innovative Investment Planning Proposal Generator—a set of technology-driven diagnostic tools designed to streamline and fine tune the

portfolio building process, including risk/return analysis tools, portfolio analysis tools, and portfolio construction tools.”

## Office efficiency

According to Matt Lynch, Senior Vice President and Chief Operating Officer, “CAI’s guiding principle is driven by simple common sense: The less time advisors need to spend running their office, the more time they can spend building their practice.”

## Tools to simplify and automate time-consuming office procedures

Quicker response times result from having the tools, technology, and a trained service team to ensure your routine, as well as non-routine, needs are processed promptly and efficiently. State-of-the-art imaging and workflow processing tools distribute the daily workflow with same day to 24-hour turnaround for most tasks.

Every Capital Analysts office is assigned a Relationship Manager who becomes familiar with the distinct nature and needs of your practice. If a particular task requires special handling, your Relationship Manager will oversee it until it is completed. And, an interactive intelligence call center system enables your Relationship Manager to monitor business activity workflow for your office, to

anticipate and react to problems before they become a service disappointment.

## Compliance Alliance

“Our most important responsibility is to help advisors understand and mitigate the risks inherent in this new regulatory landscape,” says Kevin Zemann, Vice President and Chief Compliance Officer. “And to help advisors reduce paperwork through automation of many of the time-consuming, compliance administrative procedures.”

## Portal Power—now under development

State-of-the-art technology now under development provides all data and program applications integrated as a single source. A portal that will allow you single sign-on to access your data, with the ability to move data between applications and store it in your CRM.

## Compensation

An innovative compensation model with unlimited upside potential. No hidden fees or extra nickel and dime charges.

## A culture of mutual trust and respect

CAI has over four decades of helping advisors serve the best interests of their clients. Relationships are based on the depth of commitment we bring to our family of advisors—our strategic partners.

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