



# 2018 Trustmont National Conference

**Anthony Hladek**  
*President*

**Aimee Toth**  
*Chief Compliance Officer*



# Managed Account Platform



# NAF IS NOW CPF

**NEW ACCOUNT FORM**

**CLIENT PROFILE FORM**

NEW ACCOUNT FORM		MEMBER: FINRA/SIPC	
Update Address <input type="checkbox"/> Updated Profile <input type="checkbox"/> 36-Month Update <input type="checkbox"/> Update (Other) <input type="checkbox"/>		Treatment Financial Group <input type="checkbox"/> Treatment Advisory Group <input type="checkbox"/>	
320 South Main Road Greensburg, PA 15601		www.futurescript.com Telephone: 724-488-5665 Toll-Free: 800-619-2866 Fax: 724-488-5675	
The following information is required by FINRA. All spaces must be completed.			
<b>Account Registration (see John and Jane below)</b>			
<input type="checkbox"/> Individual <input type="checkbox"/> Joint Tenants <input type="checkbox"/> Corporation	<input type="checkbox"/> S2S Plan <input type="checkbox"/> Partnership <input type="checkbox"/> Retirement	<input type="checkbox"/> Custodian/UGMA/UTMA (Provide custodian and minor information) <input type="checkbox"/> Trust <input type="checkbox"/> Estate	<input type="checkbox"/> Other (please specify)
Primary Owner First Name <input type="text"/> M.I. <input type="text"/> Last Name <input type="text"/> Legal Address (Day/PO Box) <input type="text"/> City <input type="text"/> State <input type="text"/> ZIP <input type="text"/> Mailing Address (if different than legal) <input type="text"/> City <input type="text"/> State <input type="text"/> ZIP <input type="text"/> Home Telephone <input type="text"/> Business Phone <input type="text"/> Social Security No. for # <input type="text"/> Birth Date <input type="text"/> Driver's License/State ID/Passport <input type="text"/> State/Country Issued <input type="text"/> Exp. Date <input type="text"/> Citizenship <input type="text"/> Email Address <input type="text"/> Occupation <input type="text"/> Business Nature <input type="text"/> Employer <input type="text"/> No. of Dependents <input type="text"/> Business Address <input type="text"/>	Co-Owner First Name <input type="text"/> M.I. <input type="text"/> Last Name <input type="text"/> Legal Address (Day/PO Box) <input type="text"/> City <input type="text"/> State <input type="text"/> ZIP <input type="text"/> Mailing Address (if different than legal) <input type="text"/> City <input type="text"/> State <input type="text"/> ZIP <input type="text"/> Home Telephone <input type="text"/> Business Phone <input type="text"/> Social Security No. for # <input type="text"/> Birth Date <input type="text"/> Driver's License/State ID/Passport <input type="text"/> State/Country Issued <input type="text"/> Exp. Date <input type="text"/> Citizenship <input type="text"/> Email Address <input type="text"/> Occupation <input type="text"/> Business Nature <input type="text"/> Employer <input type="text"/> No. of Dependents <input type="text"/> Business Address <input type="text"/>		
<b>Investor Profile</b>			
Annual Income (all sources) <input type="checkbox"/> Less than \$50,000 <input type="checkbox"/> \$50,000 - \$99,999 <input type="checkbox"/> \$100,000 - \$199,999 <input type="checkbox"/> \$200,000 - \$299,999 <input type="checkbox"/> \$300,000 - \$399,999 <input type="checkbox"/>		Joint Owner's Annual Income (all sources) <input type="checkbox"/> Less than \$50,000 <input type="checkbox"/> \$50,000 - \$99,999 <input type="checkbox"/> \$100,000 - \$199,999 <input type="checkbox"/> \$200,000 - \$299,999 <input type="checkbox"/> \$300,000 - \$399,999 <input type="checkbox"/>	
Net Worth (excluding primary residence (combined if joint account)) <input type="checkbox"/> Less than \$100,000 <input type="checkbox"/> \$100,000 - \$249,999 <input type="checkbox"/> \$250,000 - \$499,999 <input type="checkbox"/>		Liquid Net Worth (Combined if joint account) <input type="checkbox"/> Less than \$100,000 <input type="checkbox"/> \$100,000 - \$249,999 <input type="checkbox"/> \$250,000 - \$499,999 <input type="checkbox"/>	
Annual Income includes income from sources such as employment, annuity, social security, investment income, etc. Net Worth is the value of your assets minus your liabilities, excluding your primary residence. Liquid Net Worth is your net worth minus assets that cannot be converted quickly and easily into cash.			
Tax Bracket <input type="checkbox"/> 0 - 10% <input type="checkbox"/> 11-15% <input type="checkbox"/> 16-25% <input type="checkbox"/> 26-35% <input type="checkbox"/> 36% <input type="checkbox"/>			
<b>Investment Objective (choose one)</b>			
<input type="checkbox"/> Preservation of Principal / Income - Focus is on preserving principal and generating current income.		<input type="checkbox"/> Growth / Focus is on generating long-term capital growth.	
<input type="checkbox"/> Balanced Growth - Focus is on generating growth and/or income at greater than market rates.		<input type="checkbox"/> Aggressive Growth / Aggressive Income - Focus is on generating growth and/or income at greater than market rates.	
<input type="checkbox"/> Focus is on generating current income and/or long-term capital growth.		<input type="checkbox"/> Speculative - Focus is on generating maximum possible returns.	
<b>Risk Tolerance</b> Please indicate your risk tolerance specific to the investments in this account.			
<input type="checkbox"/> I am willing to accept <b>MINIMAL RISK</b> , even if that means my investment does not generate significant income or returns and may not keep pace with inflation.			
<input type="checkbox"/> I am willing to accept <b>LOW RISK</b> , including low volatility, and understand I could lose a modest amount of my investment.			
<input type="checkbox"/> I am willing to accept <b>MODERATE RISK</b> , including some volatility, to seek higher returns and understand I could lose a portion of my investment.			
<input type="checkbox"/> I am willing to accept <b>HIGH RISK</b> , including high volatility, and understand I could lose a substantial amount of my investment.			
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**Annual Mailings** 

**Annual Questionnaire** 



# **New Financial Advisory Agreements**

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**DESTROY** all old FAAs. They will no longer be accepted.

(The new FAA can be found on the Trustmont website)



# FUNDKEEPER

Interfaces with Portfolio Pathway and Jaccomo

(still in production)



# Text Messaging

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Business related  
**TEXT** messaging  
requires  
**ARCHIVE**  
and  
**REVIEW**



# Performance Reporting

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**Portfolio Pathway**

Available here for your  
needs and inquiries



# Q & A



A VERY SPECIAL

*Thank  
You!*

TO ALL OF OUR  
SPONSORS



Lodging Fund REIT III  
BY LEGENDARY CAPITAL



SMARTSTOP™  
ASSET MANAGEMENT  
STUDENT • SENIOR • STORAGE



REDWOOD  
MORTGAGE  
INVESTORS

axos™  
ADVISOR

BLACKROCK®

 BLUEROCK

InsurMark  
*Delivering Promises*

JACKSON®  
NATIONAL LIFE INSURANCE COMPANY

 Ameritrade  
Institutional