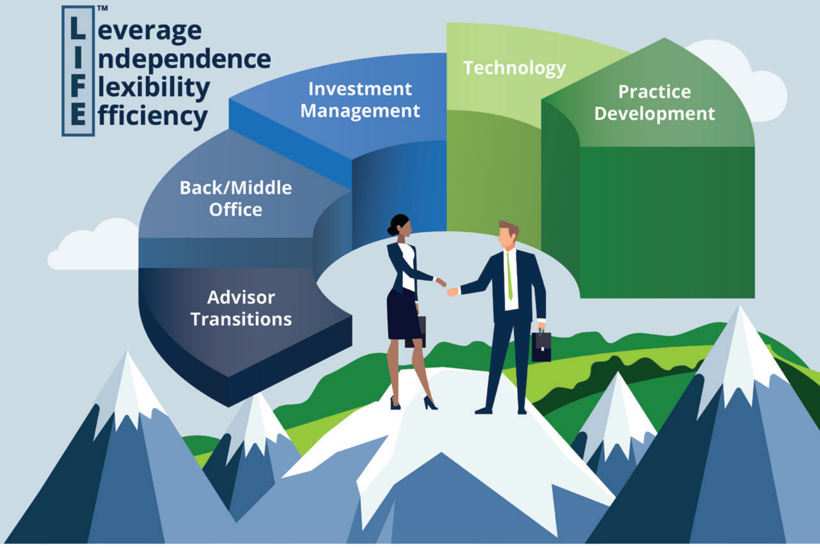
FocusPoint SOLUTIONS
Your Success is Our Focus

EMPOWERING INDEPENDENT ADVISORS AND RIAS

*to bring new **LIFE** to their business...*

Customized back/middle office outsourcing services and a practice development program that delivers

REAL RESULTS.



Interested in back office outsourcing? Transitioning to independence? Growing your business? An experienced team and integrated technology? A complete, personalized practice development program?

Partner with FocusPoint and improve your profitability, efficiency, and quality of life.

We offer you a complete package, incorporating two main areas of support designed to meet your needs:

An experienced back office services team = CLIENT SATISFACTION
A robust practice development program = BUSINESS GROWTH

Back/Middle Office Outsourcing

- Outsource any and all to your dedicated relationship manager and experienced virtual team:
  - Reporting and Billing
  - Trading Activities
  - Investment Management
  - Technology/Software
  - Compliance Support
  - Advisor Transitions

Practice Development Program

- Collaborate with your PMP team to:
  - Define and target your ideal client
  - (Re)Design your unique message and brand
  - Control your client experience
  - Grow your business
  - Focus on personal/professional development
  - Create custom marketing/sales strategy
  - Build your succession plan
  - Set goals and effectively track your progress
  - Maximize the value of your business

What does your ideal business look like?

Many advisors who successfully outsource are now able to spend their valuable time like this:

Who We Serve

Breakaway Advisor

Have you considered breaking away but aren't sure how to make it happen?

Our established breakaway solution can actually help you grow...while giving you the ability to maintain true independence. Advisors can confidently outsource back office tasks while utilizing our comprehensive practice development, coaching, and marketing program to help them attract even more business. It's your roadmap to success.

Existing RIA

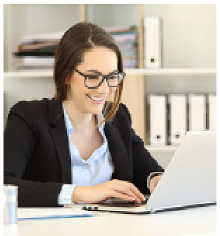
Do you have your own RIA and find yourself struggling in various areas of your business?

As an RIA, you may be spending too much time trying to integrate all areas of your business, manage the compliance burden on your own, and handle staff and administrative activities. We can help you design your ideal solution, identifying and addressing any gaps you need to fill.

Hybrid RIA

Do you plan to do mostly fee-based business but keep a B-D (broker-dealer) relationship?

Whether you're satisfied broker-dealer relationship or need assistance with one that supports your goal of forming (or continuing to operate) your own independent RIA, we can help you. FocusPoint has a long history of working advisors in this situation.



New RIA

Are you planning to form your own RIA?

We have helped dozens of advisors in this situation over the past 20 years, and can guide you through what to expect and plan for throughout the process.

Bridge RIA

Are you interested in forming your own RIA, but your options are limited?

If you're eager to form your own RIA but there are factors limiting you from doing so today—or if you desire the inde-pendence and flexibility of working under an RIA without needing to form your own—talk to the FocusPoint team about what options might be available to you.

What Happens to My Staff?

Advisors who use FocusPoint find that not only do they have more time to focus on the things they do best and truly enjoy most - in many cases, so do their staff. Our unique support model gives advisors the freedom to run a highly efficient business with built-in capacity for growth and a relatively low number of staff.

That said, many of the advisors we work with employ incredible people who are absolutely integral to their business and their client experience. As a result of outsourcing to FocusPoint, advisors are able to free up their critical employees' time to focus on client-facing or other business-building activities. We've very often found that this shift can be truly motivating to these valuable team members.

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Do it right the first time.
Contact us about your unique situation.

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