

*Please note: This is a transcription so there may be slight grammatical errors.*

Mandy Ritter:

Wealth management is a term we often hear when it comes to managing our money. But what does that actually mean? Today, we'll review CAPTRUST's approach to wealth planning.

At CAPTRUST, we take a three-pillar approach when it comes to wealth management, achieving financial goals, managing risk, and investment management. Every client relationship begins with a discovery conversation. This is where we dig into the first pillar, goals. We want to understand your objectives and dreams, not only for yourself, but for your family and your community. And we want to consider how you prioritize each one. Are you focused on funding education or saving for retirement? Is your priority to leave a lasting legacy in your communities, liquidate business, or transfer wealth to future generations? Perhaps your answer is some combination of all of these. Once we understand your goals and why they are important to you, we'll work together to build a step-by-step plan to achieve them.

The second pillar of wealth management is understanding the risks associated with each of your goals and determining whether any goal might be too risky to pursue. During the discovery process, we'll gather and analyze data to help us detect and evaluate all potential risks. What kind of risks are we talking about? We see four common types. The first is how susceptible your portfolio is to volatility in the market. This is typically a result of having too much of a particular kind of asset, such as concentration of stocks in a particular company, or even an entire industry. We'll ensure you have the right mix of types of assets and access to liquidity.

The second kind of risk is the ability to meet your goals. We often see clients with a clear sense of what they want to achieve, but their overall financial plan may not be optimized to meet those goals.

The third type is health and longevity risks. With people living longer, assets need to last accordingly. At the same time, individuals who experience a major health event may need to access capital sooner. It's also important to review insurance needs, including life and longterm care insurance.

The fourth and final common risk is estate planning. Especially for those who want to leave some sort of a lasting legacy, determining how you will transfer those assets in the future is a critical part of your financial plan. CAPTRUST can help ensure you are passing along assets effectively and efficiently while minimizing tax burdens. This includes titling your accounts properly and naming beneficiaries.

Once your risks have been identified, your advisor will build a financial plan that seeks to mitigate these risks going forward while continuing to monitor for additional risks in the future. One of the methods we use to stress test your financial plan is a Monte Carlo analysis. This tool simulates a thousand different market conditions, giving us a stronger probability of meeting your financial goals and allowing us to understand the impacts of each risk, along with the impact of the solutions that we're providing to mitigate that risk.

The last of the three pillars of our wealth planning process is investment management. We develop a customized investment strategy for each of our clients that is aligned with your goals. We first look at your current asset mix, including stocks, bonds, and mutual funds, why you own it, and the impact on your taxes. Our investment research team utilizes depth, scale, and leverage to analyze, select, and create unique investment opportunities for our clients. Our size allows us to access a myriad of investment solutions at the lowest cost.

Our research group is engaged in constant analysis and monitoring of investment options, which allows us to offer best-in-class solutions for our clients. We can also link both CAPTRUST and outside accounts together so your net worth statement and plan projections stay live and up to date. Our planning software, WealthView, gives you visibility into your current financial position, as well as how you are

measuring up to your stated goals. We track your progress towards implementing strategies that maximize potential and are there for consultations when big decisions need to be made.

At CAPTRUST, we are committed to the wealth planning process and helping you obtain peace of mind that you are on the path to achieving financial success, whatever that looks like for you. Are you ready to take the next step towards securing your financial future, then call CAPTRUST. We're here to help.

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