

# Fee for Advice Solutions

Over the past decade, there's been a growing trend in how Canadians pay for investment advice and services. The traditional model of paying a commission for each transaction is quickly being replaced with fee for advice solutions. In Canada, fee based assets have grown almost four-fold since 2005, increasing from \$324 billion to over \$1.1 trillion in 2015.<sup>1</sup> An important benefit of fee based solutions is that they provide investors with a better understanding of how much they're paying for the investment advice and services they receive. Generally speaking, investors pay a monthly or quarterly fee that covers the cost of portfolio management, trade execution, administration and wealth advisory services.

## **BMO Nesbitt Burns' fee for advice solutions**

BMO Nesbitt Burns offers a comprehensive selection of fee for advice programs that are designed to meet the specialized needs of investors who want greater investment flexibility and diversification, or seek a professional portfolio manager to make investment decisions on their behalf – all for a transparent and competitive fee. After an in-depth discussion to determine the appropriate asset allocation for your portfolio based on your investment goals, risk tolerance and time horizon, your BMO Nesbitt Burns Investment Advisor can recommend one of our fee for advice programs that meets your needs and helps you reach your investment objectives.

BMO Nesbitt Burns' fee based managed investment programs provide investors with access to a range of professionally managed portfolios. While you're not involved in the day-to-day investment making decision process, you can be assured that the portfolio manager selected is managing your investments according to your stated objectives, and is being actively monitored by BMO Nesbitt Burns to make certain they continue to meet the needs of our clients. For investors looking for a traditional relationship with their Investment Advisor, the BMO Nesbitt Burns Meridian Program<sup>®</sup> allows you to remain fully involved in all investment decisions regarding your portfolio.

Either way, you'll pay one transparent advisory fee. Following is an overview of the fee based solutions available from BMO Nesbitt Burns:

### **BMO Nesbitt Burns Architect Program<sup>®</sup>**

Delivering the highest level of customization and diversification, the BMO Nesbitt Burns Architect Program (Architect) combines professionally managed investment portfolios with complementary client-directed investment vehicles – all within a single solution and for a predictable, transparent fee. Through the expertise of your BMO Nesbitt Burns Investment Advisor, Architect provides access to world-class investment expertise and portfolios that align to your specific investment objectives and tolerance for risk. With Architect, you'll also have rigorous oversight performed by BMO Nesbitt Burns' highly experienced due diligence team to make certain your portfolio stays true to its stated objectives. Through its advanced features and sophisticated design, Architect represents a truly collaborative approach to investing – giving you the added freedom and flexibility you need to build a better financial future.

### **BMO Nesbitt Burns BluePrint Program<sup>®</sup>**

The BMO Nesbitt Burns BluePrint Program (BluePrint) is a professionally managed investment solution providing access to the *Best of BMO* investment thinking. Aligned to

your specific investment goals, preferences and tolerance for risk, BluePrint provides an elite range of portfolios that are managed entirely by BMO Global Asset Management and BMO Capital Market's highly experienced teams of investment professionals, while being personally coordinated through the expertise of your BMO Nesbitt Burns Investment Advisor.

#### **BMO Nesbitt Burns Managed Portfolio Account Program®**

The BMO Nesbitt Burns Managed Portfolio Account (MPA) establishes a direct relationship between you and a BMO Nesbitt Burns Portfolio Manager, who oversees your wealth and makes informed investment decisions on your behalf. These investment decisions are guided and managed according to your Investment Policy Statement – which clearly documents your specific needs, goals and tolerance for risk. With your portfolio in the hands of a dedicated professional you trust, you'll have the peace of mind that comes from knowing that your Portfolio Manager is backed by the extensive knowledge and resources of BMO Financial Group.

#### **BMO Nesbitt Burns Quadrant Program®**

The BMO Nesbitt Burns Quadrant Program (Quadrant) provides a professionally managed investment solution aligned to your financial goals and objectives. Through Quadrant, investors benefit from a diversified portfolio managed by SEI Investments, a world leader in portfolio construction and asset allocation. Respected for their disciplined and comprehensive approach to managing investments, SEI determines the ongoing optimal strategic asset allocations and then selects investment managers from around the globe to participate in the management of each Quadrant portfolio. The result is reduced risk and volatility, combined with the potential for enhanced returns.

#### **BMO Nesbitt Burns Meridian Program®**

The BMO Nesbitt Burns Meridian Program (Meridian) is a fee-based, non-discretionary program that allows you and your BMO Nesbitt Burns Investment Advisor to work together to build and manage your portfolio without paying commissions on each trade. You'll pay one advisory fee that provides you with a generous trade allotment based on your investable assets, allowing you and your Investment Advisor to focus on realizing your objectives without concern about individual trading costs. You'll benefit from the knowledge and expertise of your BMO Nesbitt Burns Investment Advisor who will provide recommendations and guidance to help you make informed investment decisions for your portfolio.

#### **Focus on your investment goals**

With upfront disclosure of the cost of investing, you and your BMO Nesbitt Burns Investment Advisor are free to focus on developing a long-term plan that respects your tolerance for risk and will help you reach your wealth management objectives. Further, your Investment Advisor has access to the strength and resources of BMO Financial Group and can assist with all aspects of managing, protecting and transferring your wealth, including financial planning, insurance, tax efficiency, estate planning, retirement planning, cash management, trusts and Wills.

Please contact your BMO Nesbitt Burns Investment Advisor to discuss the benefits of our fee for advice solutions and whether one of our programs is right for your situation.

<sup>1</sup>The Fee-Based Report, Investor Economics, Summer 2005 and Summer 2015 editions.



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