Capitalizing on Free Advice

How AIS Consulting Can Help Your Practice

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Advisory & Investment Services (AIS) Consulting

AIS Consulting empowers advisors and their offices to efficiently research new product solutions, create holistic portfolio recommendations and leverage practice management technology.

- Point of sale support
- Competitive insight
- Case design & analysis
- Proposal generation
- Implementation strategies
- NFP tools and resources navigation

Every Day Cases

AIS Consulting recommends products and platforms for client specific cases from NFP advisors.

Advisory

- Rep as Manager
- Strategists
- SMA
- UMA

Mutual Funds

- Brokerage
- Advisory
- Free Ticket Funds
- College Savings
- Donor Advised Funds

Variable Annuities

- Account Value Protection
- Income Protection
- Death Benefits (legacy)

Alternatives

- Income
- Tax Control
- Portfolio Hedge

Forefield Advisor

Forefield is a sales, education and client communication resource that can assist you in delivering current, concise and FINRA reviewed materials to your clients.

Advisor Presentations & Education

- More than 2,300 articles, 200 illustrations and tables, 200 interactive calculators and over 400 presentations

Newsletters

- Available in text and video formats
- Can be delivered via PDF or HTML as often as weekly

Continuing Education

- Earn credits necessary to satisfy requirements for CFP, ChFC, CLF, CLU, RHU and REBC

Contact

What you can expect?

- Phone, email, case consultation
- Responsiveness
- Education on products
- Attentiveness to your needs

What we expect?

- Leverage us as a resource

Consultation

What you can expect?

- Consultation with a licensed consultant
- Detailed questions around client objectives
- Set turn-around time expectation

What we expect?

- Provide complete details around client objectives
- Statements and reports that will assist with case design

Research

What you can expect?

- Access to reliable research resources
- Consultant collaboration

What we expect?

- Update consultant any new information on client objectives

Recommend

What you can expect?

- Timeliness in case turn-around
- Detailed client recommendations
- New ideas

What we expect?

- Openness to feedback
- Ask questions for clarity on recommendation

Client Meeting

What you can expect?

- Available for point of sale support

What we expect?

- Deliver the best client solution to your client

Case Design

How does it work?

AIS Consulting Case

Client	Goal	Concern
• Male • Age:60 • $1.5M	• Capital preservation • Income	• Tax sensitive

Questions that assist in case design:

- What type of practice do you run?
- Are you an asset gatherer or an asset manager?
- Do you favor particular product companies?
- What are your expectation for this case?

AIS Consulting Case

Client	Goal	Concern
• Advisor • Age:55 • $30M	• Identify cost-saving opportunities	• Impact on end client

AIS Consulting Case

Advisor Solutions

- Free Ticket Program
- NFP No transaction fee (NTF)
- Mutual fund & exchange-traded funds (ETF) recommended list

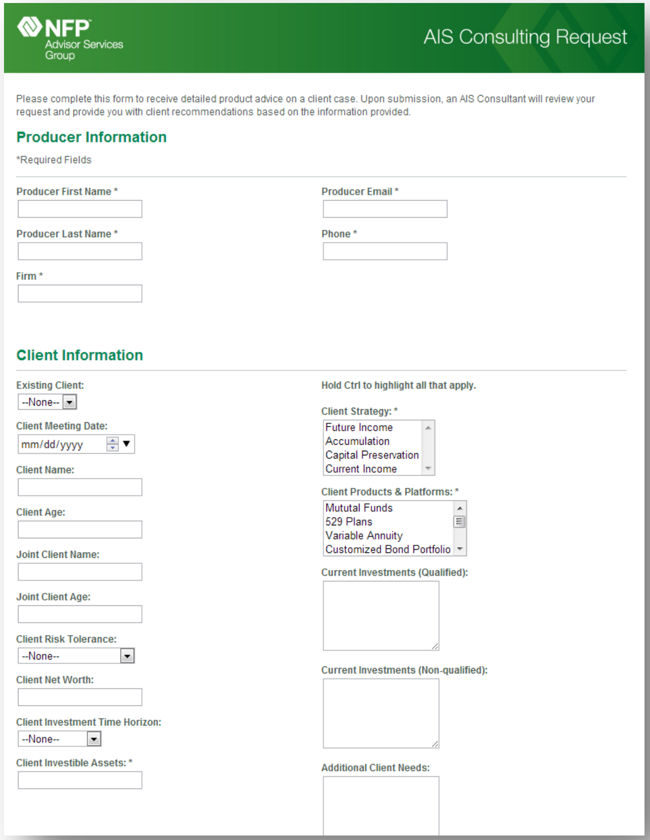
Result

Identified **$100,000** in cost savings opportunity

How to Contact

Phone
800-880-0080, Ext.6750

Case Submission Form
go.nfp.com/AIS-Consulting-Request


NFP Advisor Services Group

AIS Consulting Request

Please complete this form to receive detailed product advice on a client case. Upon submission, an AIS Consultant will review your request and provide you with client recommendations based on the information provided.

Producer Information

*Required Fields

Producer First Name *

Producer Email *

Producer Last Name *

Phone *

Firm *

Client Information

Existing Client:

--None--

Hold Ctrl to highlight all that apply.

Client Strategy: *

Future Income
Accumulation
Capital Preservation
Current Income

Client Meeting Date:

mm/dd/yyyy

Client Name:

Client Products & Platforms: *

Mutual Funds
529 Plans
Variable Annuity
Customized Bond Portfolio

Client Age:

Joint Client Name:

Current Investments (Qualified):

Joint Client Age:

Client Risk Tolerance:

--None--

Current Investments (Non-qualified):

Client Net Worth:

Client Investment Time Horizon:

--None--

Client Investible Assets: *

Additional Client Needs:

Email
aisconsulting@nfp.com