Private Client Products & Services

When you join HJ Sims, you are part of a full-service wealth management firm with an extensive history of helping to generate income for our clients.

In regards to managing your clients' wealth, it is paramount to take into account goals and lifestyle.

We encourage financial professionals to look at the whole client picture – investing for life, helping clients prepare for retirement, and life's milestones or unplanned events along the way.

We offer you the tools to deliver customized portfolios that benefit your clients in the most meaningful way.

Products

A range of investment solutions and products, including:

- ➜ Exclusive investment opportunities
- ➜ Fixed Income expertise and strategy
- ➜ Equities
- ➜ Alternative Investments (private equity, real estate)
- ➜ Open architecture, best-in-breed investments (mutual funds, ETFs)
- ➜ Insurance (annuity, long-term care, life)
- ➜ Assist/Build custom model portfolios
- ➜ Portfolio analysis
- ➜ Platform support
- ➜ Fixed income best execution
- ➜ Electronic trading platform

Platforms:

Tools to assist you in managing your clients' wealth:

- ➜ Secondary Market access
- ➜ Direct access to dedicated, specialized traders located in private client offices
- ➜ Internal analysis team
- ➜ In-house portfolio asset allocation specialist
- ➜ TradeWeb (fixed-income trading, analytics, reporting tools and portfolio management)
- ➜ Wealth Management Program (for those who hold licenses 63/66 or license 65)
  - » Access to a wealth of experts and skilled money managers
  - » 24/7/365 account monitoring
  - » Account rebalancing
  - » Socially responsible investment options
  - » Complement to our fixed-income investment services and expertise
  - » Provides opportunity for broader product, supporting fiduciary responsibility to clients' best interest
  - » Allows more time to focus on client needs
  - » Meets a variety of clients' needs/segments with multiple investment solutions within a single provider
  - » Managed fee structure (versus transactional business)
  - » Ability to drive sub-asset and class allocation
  - » Integrated middle and back office
  - » Co-advisory services feature, allowing assets custodied elsewhere to be viewed by advisor/client