Client On-Boarding Process

BAIRD

5 DAYS	10 DAYS	20 DAYS	30 DAYS	65 DAYS	ONGOING
1. Discovery Interview • Identify your goals, values, dreams, special concerns, challenges and risk tolerance • Determine if there is a good fit for working together	**2.** Develop Comprehensive Wealth Management Plan • Comprehensive financial planning • Insurance and liability management • Education planning • Business succession plan • Charitable giving • Family dynamics • Estate planning	**3.** Wealth Management Plan Meeting • Present comprehensive wealth management solutions • Open new accounts • Transfer existing assests	**4.** Execute Wealth Management Plan • Conduct trades to execute agreed-upon investment strategy • Initiate underwriting for agreed-upon insurance strategy • Execution of wealth management solutions	**5.** 45-Day Follow-up Meeting to Discuss:- • Presentation of client binder • First statement review • Organization of paperwork • Set up online account access	**6.** Ongoing Evaluation of Investment Strategy and Wealth Managment Plan Develop schedule for quarterly review meetings