charles SCHWAB
INSTITUTIONAL

TAMPs Enable You to Focus on Growing Your Practice

Turnkey Asset Management Programs allow you to outsource many time-intensive functions such as manager research, portfolio construction and performance reporting. You can gain operational efficiency and the flexibility to focus more on your clients' needs and profitably growing your business.

Many advisors have chosen to leverage Turnkey Asset Management Programs (TAMPs)[1] to streamline operations and offer a richer variety of product solutions. Schwab Institutional's TAMP Platform provides you with access to this high-growth segment, projected to approach $1 trillion in assets by 2012[2].

Choose the provider and specific services that meet your business model and your clients' needs. Many TAMPs offer:

- Institutional-caliber research
- A broad range of investment management solutions
- Portfolio construction, reconciliation and performance reporting
- Leading-edge technology for proposal generation, customer relationship management and Web sites
- Sales support and back-office services

TAP INTO QUALITY RESEARCH AND PORTFOLIO ALLOCATION STRATEGIES

Turnkey providers can help meet your demand for institutional-quality research. You can gain access to third-party analysis and ongoing due diligence materials across a wide range of asset classes. Such services can help you make informed decisions about appropriate strategies and investment vehicles for your clients.

OFFER INVESTMENT SOLUTIONS THAT MEET A DIVERSE SET OF CLIENT NEEDS

Choose the strategies and investment vehicles you think are best suited to serving your clients—whether sophisticated, high-net-worth investors or those with less complex needs. The spectrum of solutions many TAMPs make available includes:

- **Unified Managed Accounts (UMAs)**—Providing multiple-investment vehicles held within a single-account structure
- **Multi-Strategy Portfolios (MSPs)**—Allowing multiple-manager strategies held within a single-account structure
- **Separately Managed Accounts (SMAs)**—Providing a selection of individual strategies
- **Mutual Fund Wraps and Exchange-Traded Fund (ETF) Wraps**—Offering traditional investment vehicle solutions

GAIN OPERATIONAL EFFICIENCY

TAMPs offer a broad range of sales support and back-office administrative services. Among the services a TAMP can provide are investment proposal generation, sales tools, performance reporting, reconciliation, trade order management, compliance tools and billing.

THE SCHWAB ADVANTAGE

Schwab Institutional has established relationships with many of the leading TAMP providers, as well as expanded our own Managed Account Platform, to provide you with the choice, flexibility and support you've come to expect from Schwab. As a leading custodian and service provider to independent, fee-based investment advisors, we've expanded our open-architecture platform. Now you'll have more alternatives and greater flexibility with one of the strongest bundled platforms in the industry.

[1] A Turnkey Asset Management Program (TAMP) is an investment offering that provides access to a wide range of managed account services, sales tools and back-office support for investment advisors and their clients.

[2] Source: Tiburon Strategic Advisors, "A Comprehensive Overview of the Separately Managed Accounts & Other Fee-Account Programs Industry," January 2008

Your clients' assets remain in custody with Schwab. Schwab Institutional will electronically report account activity, balances and positions to your TAMP provider for efficient client data management. The TAMP providers may use this data to provide customized client reporting for you and your clients.

As always, you have access to the full depth and expertise of Schwab for the rest of your business.

OUTSOURCING CAPABILITIES[3]	
CLIENT MANAGEMENT	CRM Technology Client Profiling Asset Allocation
INVESTMENT MANAGEMENT	Research Rebalancing Trade Order Management Overlay Portfolio Management
PERFORMANCE MONITORING	Data Aggregation Reconciliation Performance Reporting
OPERATIONS	Billing Compliance Tools Web sites

ROLES AND RESPONSIBILITIES

- **Advisor**—You manage the client relationship, provide client profiling and select separate account and investment management solutions
- **TAMP**—The TAMP you select may provide access to institutional-quality money managers, total portfolio solutions, ongoing research, portfolio optimization, performance reporting and reconciliation
- **Money Managers**—Money managers provide the security selection and trade-order management
- **Schwab**—Schwab Institutional serves as the custodian and provides technology for efficient client data management. Schwab also provides consolidated data feeds, statement and tax-form generation, trade execution and a range of bundled solutions

Your Next Step

To learn more about Schwab Institutional's TAMP Platform or to find out how a TAMP can help your firm:

- **Contact your Schwab Institutional Relationship Manager or Regional Support Specialist**
- **Call Schwab Strategic Business Development at 800-401-7681**
- **Visit schwabinstitutional.com > Resource Center > Investment Products > TAMP Platform**

Schwab does not recommend or endorse any particular TAMP. Schwab is not affiliated with any of the TAMPs available on its TAMP Platform. Schwab makes no representation or warranty about any TAMP or its suitability for your clients. Services may vary depending on which TAMP provider you choose.

[3] Depth of services may vary across all categories.