



2018 Wealth Management Reference Guide

For all Credit Union staff

	Investing			Protecting	Planning
Segments	<\$100K	\$100K - \$500K	>\$500K		>\$500K
Advice & Planning	<p>Advice and Planning is defined by the partner Credit Union. Thrive supports Licensed Financial Advisors with licensing through the MFDA platform, alongside training and support from Sales Development Coaches who help to understand how Mutual Funds benefit members in reaching savings goals.</p>	<p>Investment Planning: Savings accumulation, and retirement income. Protection Identification: Partner with Wealth Protection Specialist for recommendations on protecting income for savings accumulation, and assets for retirement income.</p> <p>Estate Advice: Recommend to have updated POAs and Wills, estate creation or preservation strategies</p>		<p>Utilize capital needs analysis to assess the short, long and ongoing protection needs of their clientele. These needs range from protecting debt and replacing income to estate preservation through tax minimization and maximizing pension income.</p>	<p>Full Financial Plans</p>
Role Title	Licensed Financial Advisor	Wealth Specialist	Wealth Advisor	Wealth Protection Specialist	Wealth Planner
Role in Thrive	<p>Generalist for the Credit Union Partner. Has the advantage of MFDA license, therefore being able to offer goal based solutions to meet member needs.</p>	<p>Members with investable assets in the \$100,000 - \$500,000 range will benefit from working with the Wealth Specialists. Thrive's Wealth Specialists are MFDA licensed and focused on providing holistic needs based planning for clients in this segment.</p>	<p>Dedicated and focused to helping members in the high net worth segment. Thrive believes members with over \$500K in investable assets are best served in working with a Wealth Advisor. Wealth Advisors are required to have more education and training for an IIROC license, and can offer an enhanced level of expertise to a high net worth client.</p>	<p>Dedicated to helping members build secure financial foundations by providing protection solutions for themselves and their families through all life stages. Thrive's Wealth Protection Specialists also offer complex risk management solutions and capital needs analysis tailored to our business and high net worth clientele.</p>	<p>Full Financial Planning is offered to high net worth clients. High net worth clients hold investment portfolios over \$500K with Thrive, or have total investable assets over \$500K with money invested elsewhere. For pension assets, a guideline is that client should be within 18 months of retirement. For business or farm sales, a guideline is the owner(s) should either have current investable assets in the high net worth tier, or be actively engaging in planning a sale or liquidation.</p>
How to submit your referral?	Home Credit Union Procedure	Home Credit Union Procedure	Home Credit Union Procedure	<p>All Retail referrals sent directly to our Virtual Team. Team will assess how referral will proceed. Debt coverage opportunities and simpler policies will be actioned by Virtual Team. Conversations of higher complexity will be actioned by our Wealth Protection Specialist - Mobile team.</p>	<p>No direct referrals from CU Partners. Planners will be brought in as part of the Thrive team. Start with a referral to the Wealth Specialist, Wealth Protection Specialist, or Wealth Advisor as appropriate.</p>

