RAYMOND JAMES

Raymond James private wealth solutions

Services and offerings to manage the opportunities of significant wealth

Raymond James offers a holistic approach, coordinating integrated support and expertise to help qualified clients and stewards of family wealth pursue their most visionary, far-reaching and entrepreneurial goals.

OUR APPROACH

The private wealth solutions offered by Raymond James encompass:

- Services tailored to clients' objectives
- Holistic advice considering all facets of clients' lives and goals
- Broad capabilities through our platform and partner networks

Investment management solutions

A wide range of investment options, including unique private market investments

ASSET MANAGEMENT SERVICES

- Separately managed accounts (SMAs)
- Direct indexing, covered call and boutique strategies and high-net-worth portfolios

ALTERNATIVE INVESTMENTS

- Hedge funds
- Private equity funds
- Real estate funds
- Structured products
- Private placements

TAX-MANAGED STRATEGIES

- Asset location for tax mitigation
- Private placement life insurance
- Tax-deferred vehicles

FIXED INCOME RESEARCH AND DUE DILIGENCE

- Cross-asset class portfolio analysis on demand
- Tailored bond portfolios
- Shock analysis

THE PRIVATE INSTITUTIONAL CLIENT DESK ($50 MILLION OR MORE)

- Private market investments
- Custom trading and lending solutions

INVESTMENT BANKING

- Full-service banking support and industry connections to empower clients' business objectives

CORPORATE EXECUTIVE SERVICES

- Equity trading intelligence, help with managing insider regulatory challenges, equity compensation plan administration and executive benefit elections

Estate and charitable planning

A full suite of trust services, including philanthropic and planned-giving strategies

RAYMOND JAMES TRUST

- Comprehensive trust administration
- Estate and trust settlement
- Delaware directed trusts
- Special needs trusts

PHILANTHROPIC GIVING

- Donor advised funds
- Annual charitable gifts
- Charity advised accounts
- Charitable remainder trusts
- Charitable lead trusts
- Private foundations

SUCCESSION SERVICES

- Strategies for tax-efficient transfer to next generation or next level of leadership
- Address "key man" risks

RAYMOND JAMES TRUST, N.A., can serve in a number of roles, including trustee, co-trustee, personal representative or agent for a trustee on several types of personal trusts.

Lending and cash management

Private banking and liquidity solutions

LENDING

- Private wealth mortgages
- Securities based lending
- Structured lending
- Interest rate hedging solutions
- Access to specialty lending platforms, including aviation, commercial real estate, art and collectibles
- Concentrated and restricted positions

HIGH-NET-WORTH CASH STRATEGIES

- Large cash balance management
- Customized options for short- and long-term cash needs
- Institutional class money market funds

Intergenerational wealth strategies

Strategies and support from longevity planning to family governance

TAX-MANAGED WEALTH TRANSFER

- Irrevocable life insurance trusts
- Qualified personal residence trusts
- Dynasty and incentive trusts
- Education savings and investments planning
- Gifting strategies

HEALTH, WELLNESS AND CARE COORDINATION

- Fraud protection
- Medicare planning service
- Healthcare concierge
- Vital document and final wishes storage
- Current and future needs assessments
- In-home care coordination
- Benefits management and medical bill auditing
- Evaluation of long-term care arrangements

Risk mitigation and management

Customized risk assessments, insurance solutions for unique situations and tools for preserving wealth

GOAL PLANNING AND SCENARIO ANALYSIS

- Wealth forecasting to guide financial decisions
- Powerful “what if” testing

INSURANCE OFFERINGS

- Long-term care
- Annuities
- Premium financing
- Life insurance retirement plans
- Buy/sell insurance
- Key person insurance
- Estate equalization

CONCENTRATED EQUITY STRATEGIES

- Hedging
- Monetization
- Tax-efficient diversification
- Income enhancement
- Tax-efficient gifting

TAX AND ADMINISTRATIVE SERVICES

- Portfolio tax mitigation
- Concentrated equity solutions
- Financial team coordination
- Trust and estate strategy
- Document and records management

PORTFOLIO DIVERSIFICATION

- Comprehensive review of holdings
- Outline opportunities for innovative customized strategies

ASSESSING RISK FACTORS

- Evaluate exposures generated from wealth
- Manage uncommon asset classes
- Business continuity planning
- Tax liability management

IMPORTANT: The projections or other information generated by Goal Planning & Monitoring regarding the likelihood of various investment outcomes are hypothetical in nature, do not reflect actual investment results and are not guarantees of future results. Results may vary with each use and over time.

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Property insurance required. Flood insurance required if property is located in a designated flood zone of “A” or “V.”

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