What's New in IAS?

There are no updates at this present time.

Meeting Notes & Action Items

Meeting Week: 04/03/2017

No notes have been provided

Previous Meeting Notes & Action Items

Previous Meeting Week: 03/27/2017

- Where Does Our Team Stand? -$3,404,018 external

Pipeline ? Clean-up Won < 90% funded

Committed:
-Nilanjana Bhaumik (3300241) - Christine created another credit attribution for ongoing crediting contribution.
-Yuriy V. Karpov (3385060) ? received sales credit for ATRA $350k
-Pamela Blumberg (8245921) - paperwork IGO.
-Tamar Arslanian (7017269) ? Client is ready to sign the IVA application
- Dominick Carielli (2137102) ? waiting on W9 to verify his ssn#
-Kevin McGirr (7077454) ? Received fax for Qualified account (processing time takes business days). NQ check was sent out on the 17th. Nikki Tyson (MMS) handling NYS Deferred Comp 457b transfer
-Jerrilynn D Dodds (1849478) - Banking opportunity funded and waiting for crediting
- Elizabeth Benedict (3168217) ? Acct opened, most of the internal rollovers are complete. Joel sending paperwork for NIGO plans. Christine updated opportunity on 3/27
-Ruth Carr ? mailing $25k check to TIAA
-Dr. Shelley Lee (3631959) ? Received IS SEP IRA/brokerage app and transfers (2) along with brokerage app and transfer. Individual Brokerage account and SEP IS IRA/Brokerage Window have been established. Christine updated opp

Considered:
-Theokli Hotzoglou - moving her TIAA Brookdale Hospital contracts along with her external Valic into her NYU Langone GSRA. Alisha Allen had a a conference call with Valic and sent the TIAA forms overnight. Client should have the forms this week. Christine sent an email to MMS on 3/27.
-Herman Tessler -. Paperwork sent to client. Moving forward with 90%. 3/27 ? have not received the forms
- Foxman - PAM paperwork sent to client. Rob sent email on 3/10
-Michelle Ajami - underwriting for insurance application in process. 3/22 ? client returned the Authorization to ExamOne
-Eleonore Rios (2758369) ? Client wants to open a mutual fund account. Christine will follow-up

- Referrals - The topic of referrals should be on every client meeting agenda.

- Retention - We reviewed retention and money in motion leads have slowed down.

- Activity & Relationship Management -
Thomas Corcoran ? Christine will follow-up with Tyler King on processing.
Bennett ? wants to come into the office when all forms are ready to sign. Assigned to Heather Rogers.
Swaminathan Giridharan (7863788) ? Christine will accelerate RMD payment once we receive the forms IGO.

- Client Meetings - Review upcoming client meetings.
- When is Rob?s upcoming meeting with Aronson (POA) - not until April

- Action Items - Schedule separate meeting to create a calling campaign and review ARs.

- Other Topics - Review Outlook and how CRC can propose new time for meetings.

- Best Practices - Continue to keep open communication between the team.

- Recognition - N/A

- Guest Speakers/Subject Matter Experts - N/a

Where Does Our Team Stand?

WMA Scorecard Summary

For information on the IAS 2017 Scorecard, please click here.

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AWMA Scorecard Summary

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Advisor Production (This report is out of sync, please refer to Wealth Management)

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Benchmark

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Sales

External YTD Actuals	External YTD Goals	External YTD Variance	External % to Goal	Internal YTD Actuals	Internal YTD Variance
$3,445,119	$6,138,000	-$2,692,881	56%	$468,157	$468,157

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Managed Product Sales

Products	Revenue
ATA (External)	$237,027
Annuitized	$251,213
Bank (External)	$216,167
Brokerage (External)	$143,382
IRA (External)	$63,270
PA (External)	$1,944,420
PA (Internal)	$468,157
Pension (External)	$840,853
Grand Total	**$4,164,488**

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Sales Details

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Team Outflows

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Surveys

	YTD	% of Goal
Objectivity (Goal = 90%)	100.0%	111%
Distinctiveness (Goal = 68%)	66.7%	98%
Net Promoter	66.7%	N/A

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Key Influencer Client Details

Advisor	PIN	Last Name	First Name	Job Title	Client Name	Client ID	Enterprise Client	Outreached	Discovery	Engaged	Active	Last Activity	Last Activity Date	T-C Accums	Household Accums
Casolaro, Robert	5126578	FALKOWITZ	MARY	VP, Compensation Benefits & HRIS	COLUMBIA PRESBYTERIAN MEDICAL CENTER FUND	CLI-9444								$0	$0
Casolaro, Robert	5126578	FALKOWITZ	MARY	VP, Compensation Benefits & HRIS	NEW YORK PRESBYTERIAN HOSPITAL	CLI-9138								$0	$0
Casolaro, Robert	7123569	DOHERTY	THOMAS	Senior Vice President	MAIMONIDES MEDICAL CENTER	CLI-10142	Y					Reassign Mail-Notification-U	12/29/2015	$89,836	$89,836
Casolaro, Robert	3605425	CRYSTAL	JONATHAN	Vice President, Faculty Senate	FORDHAM UNIVERSITY	CLI-10061	Y	Y				Call - Outbound - Voice Msg	7/15/2015	$436,063	$436,063
Casolaro, Robert	4868588	STANTON	THOMAS	Director of Finance	BUCKLEY SCHOOL IN THE CITY OF NEW YORK, THE	CLI-9450		Y				Reassign Mail-Notification-U	6/25/2015	$710,506	$710,506
Casolaro, Robert	7683648	LOIACONO	SALVATORE	Vice Chair of Finance and Administration	MOUNT SINAI	CLI-55635	Y	Y				Initial Correspondence	9/15/2015	$66,230	$66,230

Global Key Influencers

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People Detailed Report

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Process Detailed Report

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Technology Detailed Report

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Pipeline

All opportunities must be documented in the system as soon as the funds are identified. Opportunities should not be opened in committed status unless absolutely necessary.

10-5-5-3 Tracker

Please download a template for the 10-5-5-3 tracker here. As you look through your pipeline, please fill out or update your 10-5-5-3 tracker.

Team Pipeline Summary

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Pipeline Details - Won < 90% Funded

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Pipeline Details

The following Pipeline report is defaulted to show Qualified and Considered opportunities. Please use the filters to change sales cycles or products. For more information about how to leverage the MMS team, please follow this link.

Sales Cycle: Select options   Product: Select options

"Current" Pipeline Details (updated daily Tues. - Sat.)

First Name	Last Name	Sales Cycle	Product	Expected $	Total Revenue	Description
AGGIE	SMITH	03-Considered	IRA SEP (Brokerage)	$12,000	$0	new SEP with 2016 contribution
ALAN	FOXMAN	03-Considered	Internal Sale - PAM	$350,000	$0	client moving $350K internal and $650K external into PAM
ALAN	FOXMAN	03-Considered	PAM - Managed IRA	$650,000	$0	client moving $350K internal and $650K external into PAM
ANTHONY	IORIO	02-Qualified	Bank-Deposit Products	$1	$0	
ANTHONY	IORIO	02-Qualified	Retirement Choice Plus (RP)	$65,000	$0	Ph is looking to consolidate out an Sep IRA held at wells fargo. PH does qualify for our wealth services and would like to speak with an advisor prior to consolidation to go over a retir
BARBARA	ANDOLSEN	02-Qualified	Bank-Deposit Products	$300,000	$0	HY Savings and MM for emergency funding
BETH	KNELLER	03-Considered	Bank-Deposit-Savings	$50,000	$0	$15K from maturing CD along with excess cask currently at citi
BRITU	HAILE	02-Qualified	Bank-Deposit Products	$50,000	$0	EF
BRITU	HAILE	02-Qualified	GSRA	$24,000	$0	client is opening a TDA to contribute money from CUNY settlement
BRITU	HAILE	02-Qualified	Internal Sale - Portfolio Advisor	$1,000,000	$0	Internal IRA to PA IRA
BRITU	HAILE	02-Qualified	Portfolio Advisor	$100,000	$0	non-qualified vanguard to PA
BRITU	HAILE	02-Qualified	Portfolio Advisor	$300,000	$0	Halliday IRA to PA

Strategy Calls

For more information on scheduling and conducting Strategy Calls, please reference the Analysis page of the IAS Playbook here.

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Referrals

Internal Referrals (IAOC)

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Client Referrals

For instructions on how to document referrals to populate the report below, click here.

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Retention

For detailed instructions on how to service Retention Opportunities, including definitions of each Retention Alert trigger, please reference the IAS Retention page.

Retention Metric

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Retention Lead Client Details - My Book of Business YTD

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Closed Trust Summary

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Large Pension Outflows Summary

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High Priority Clients Summary

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Activity & Relationship Management

For more information on Relationship Management, please reference the Relationship Management page of the IAS Playbook here.

Comprehensive Report - Prioritized List

Comprehensive Report - Prioritized List

This list is intended to be a resource for you to help with your prioritization â€“ focusing on clients who have not yet received comprehensive planning, Key Influencers, clients with large Portfolio Advisor balances, and the like.

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Activities for All Clients

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CR Completion Rate

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Book Proficiency

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Annual Review Report

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Annual Reviews Due - Upcoming

A new Annual Review type, Family Meeting will now be included as a recommended report in your upcoming and overdue Annual Reviews (as of 12/7/15). For a detailed description of how to conduct a family meeting, please visit the Intergenerational Wealth page of IAS Playbook.

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Annual Reviews Due - Past Due

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Annual Reviews Due - PAM

Advisor	Due Date	PIN	Last Name	First Name	AR Recommended Report	Comp. Report Due	Discovery or Re-Worked Discovery	Age	Desired Retirement Age	RMD Eligible or Upcoming	Last Advice Type	Last Advice Date	Last AR Done By	Portfolio Manager	Portfolio Advisor	Key Influencer	Active	HH Accums	HH Held Away	Pension Outflows	Mktg HHID
Casolaro, Robert	2/1/2018	5227361	WESSMAN	IPHIGENIA	Family Meeting	N		86	84	Y	Annual Presentation	3/3/2017	CASOLAR	Mike Lozano	Y		Y	$51,385	$1,859,503	$0	C_978375

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Bulk Email

For instructions on utilizing the Outreach Management System (OMS) and Bulk Email, please reference the Relationship Management page of the IAS Playbook here. For MyBoB, please click here. To access the full list of Bulk Email Templates, please go to the IAS Client Facing Resources Site.

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Client Meetings

Last Week's Activity

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Scheduled Client Meetings

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