

Macquarie Private Wealth

A world of opportunities



Macquarie | **Managed Portfolios**

**WEALTH ON YOUR TERMS**

### **About Macquarie**

Founded in Australia in 1969, the Macquarie Group has always been committed to continuous growth. Since 1992, this global provider of banking, financial, advisory, investment and funds management services has reported successive years of profits and growth.

Macquarie Private Wealth offers investors tailored financial solutions, award-winning research, recognized financial strength, and a global vantage point—a world of opportunities to build your personal wealth.

Created for investors looking for the ultimate in customizable and flexible solutions delivered by the highest calibre experienced investment professional, Macquarie Managed Portfolios offer the leading edge in discretionary asset management services.

Portfolio Managers and Associate Portfolio Managers are able to leverage a unique form of client trust that eliminates the need for prior consent on individual securities trades. Rather, you and your advisor mutually agree on a set of investment parameters upfront—clearly articulating your objectives and risk constraints, and defining the investment framework that envelops your advisor's discretionary authority. The creation of an investment policy statement (IPS) provides clarity and mutual understanding and establishes the boundaries within which the discretionary authority can be exercised—essentially, creating an investment game plan for how your wealth is to be managed.

### **Selecting high-end service—the benefits of discretionary asset management**

Discretionary asset management is all about clear process, experience, and trust. Policy guidelines establish maximum and minimum asset allocation thresholds based on representative investor risk profiles, and recommend target allocations that may be adopted or refined as necessary to customize for your unique financial situation. Your advisor has the tools to profile and assess your risk tolerance, put in place actionable investment strategies and exercise best-in-class risk management and trading practices. The ultimate goal of our discretionary policy is to facilitate advisor flexibility and control within a firm-standard risk management framework that promotes effective, efficient and prudent investment management practices and decision making.

The benefits of discretionary asset management are several, but to name a few:

#### **> Less hassle and more opportunities**

You don't have to worry about always being available to approve investment decisions. You can rest assured that your advisor is doing everything possible to proactively help you reach your investment goals, without the added roadblocks of waiting for a return phone call and missing out on potential opportunities.

#### **> Truly aligned interests**

Compensation on discretionary accounts is fee based and determined by asset size and value added potential, not activity based as determined by trading commissions. Your interests and those of your advisor are properly aligned—changes to your portfolio are made to increase or protect asset value, not to generate revenue.

#### **> Customized service and fees**

With discretionary asset management, you receive the frequency and depth of communication you desire and you are charged accordingly.

#### **> The assurance of working with an advisor who has years of experience and training**

Discretionary advisors in Macquarie Managed Portfolios are recognized as experts in their field—proven and successful money managers, and therefore entitled to use the Portfolio Manager or Associate Portfolio Manager title. These designations indicate a higher level of excellence and the ability to deliver a unique investment experience.

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 [macquarieprivatewealth.ca](http://macquarieprivatewealth.ca)

### **The Macquarie Managed Portfolios difference**

#### **Protection: Rigorous risk controls**

Macquarie Managed Portfolios is a process-driven program. In order to help protect your assets and manage expectations Macquarie Managed Portfolios requires that all advisors follow prudent risk control measures in the creation and day-to-day management of your portfolio. With great opportunity comes a higher degree of personal responsibility.

Macquarie Managed Portfolios also offers an additional level of protection through corporate oversight: Macquarie's Portfolio Management Group directed by our Chief Investment Officer regularly reviews all Macquarie Managed Portfolios to ensure they are managed within agreed-upon asset mix ranges and in keeping with each client's stated objectives. This ensures that client portfolios are managed prudently and in keeping with all regulatory and legal requirements as well as the highest standards for the investment management profession.

#### **Process: Maximum investment flexibility**

Macquarie Managed Portfolios are governed primarily by principles of reasonability and prudence rather than prescriptive rules and regulations. This means that advisors have the freedom required to implement unique investment solutions to help you reach your goals. With Macquarie Managed Portfolios, you get the level of investment service and freedom you deserve.

### **People: Raising the bar for advisory standards**

Becoming a discretionary advisor in Macquarie Managed Portfolios requires experience, education, and a demonstrated appreciation for the managed money approach. Not only must advisors be Macquarie calibre and meet all the Portfolio Manager/Associate Portfolio Manager requirements mandated by industry regulators, they must also surpass our internal criteria with respect to years of industry experience; performance history; track record of managing portfolios suitably within client objectives; and demonstrated ability to document and implement a successful asset allocation and securities selection process.

### **Platform: Leading-edge portfolio management and trading systems**

We've invested in industry-leading software technology to support Macquarie Managed Portfolios. This software will enable Macquarie's Portfolio Managers to be more efficient and effective in the management of their discretionary accounts.

For more information on the benefits of investing through Macquarie Managed Portfolios, please contact your Macquarie Private Wealth Investment Advisor.

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