



# SANDERS MORRIS HARRIS

Your Partner in Wealth Management



## Your Partner in Independence

With the increasing consolidation and standardization of the broker/dealer industry today, you may be finding it more and more challenging to find both the freedom and comprehensive support you need to move your business forward.

At Sanders Morris Harris, we've built a full-service broker/dealer designed to address the unique needs of successful independent financial advisors—especially those seeking private client treatment in the age of “big box” broker/dealers.

Our firm was created by entrepreneurs for entrepreneurs like you, with the goal of moving forward together.

## From Private Equity to Full-Service Wealth Management

With roots in private equity, Sanders Morris Harris has expertise in evaluating innovative investment opportunities. Through our development of proprietary investments, such as the Sanders Opportunity Fund and the Life Sciences Opportunity Fund, SMH has garnered unique insight into the fields of energy and life sciences.

SMH has grown over the years to offer all the capabilities of larger full-service wealth management firms while maintaining its entrepreneurial spirit. We take pride in providing you with creative and comprehensive support in the areas of operations, marketing, custody and clearing, compliance, information technology, accounting and payroll, human resources and employee benefits.

SMH has grown into a full-service wealth management firm while maintaining its entrepreneurial spirit.



## Helping Independent Financial Advisors Succeed

Sanders Morris Harris' commitment to your success and to helping your clients reach their financial goals is demonstrated by our robust investment management platform.

We give you access to a full range of products and services, facilitating a "best of breed" approach and a truly open architecture. Our asset management solutions provide a wide range of investment solutions, including:

Equity Investing and Portfolio Construction

Alternative/Non-Correlated Investments

Private Equity Investments

Financial Planning and Asset Allocation

Managed Account Solutions

Fixed Income and High-Yield Portfolio Management

Insurance Planning

SMH also offers a flexible advisory platform with programs for fee-based money management — ranging from wrap fee separate accounts with third-party managers and mutual funds to separate contract consulting relationships and advisor managed accounts.

Benefits of the advisory platform include:

- Access to more than 70 money managers on which SMH conducts ongoing monitoring and due diligence
- Advisor-managed options to enable you to implement your own strategies with your choice of investment vehicles, build and manage model portfolios and set your own fee schedule
- Unified Managed Account (UMA) products, such as Lockwood Investment Strategies and Lockwood Asset Allocation Portfolios
- Access to the Edelman Managed Asset Program (EMAP®), one of the largest and fastest-growing investment management platforms in the nation
- Low platform and administrative costs, allowing you to choose the investment solution that best meets your clients' needs.

## You May Be Independent, But You're Never Alone

At Sanders Morris Harris, we believe strongly in moving forward together. You'll have our full support to help your business operate efficiently and profitably. We can provide you with support and solutions in the areas of:

- Practice Management, including strategies for:  
client segmentation, service process development,  
referral practices and time management
- Succession Planning
- Conferences and Events
- Online Training and Education

Our support lets you focus on what you do best — *servicing your clients*.



You'll have access to top-rated investment analysts and a world-class trading desk.

## Focus on Serving High-Net-Worth Clients

By focusing on the needs of high-net-worth individuals and providing you with an uncommon level of access to senior investment personnel at Sanders Morris Harris — and to deals involving dynamic, promising companies and financial opportunities — we can help you continue your growth and dominance in your marketplace.

The key to our approach is individual, personalized access to:

Top-rated investment analysts covering a broad range of industries and companies

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A world-class market-making operation and trading desk

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Private placements, IPOs and other deals often marketed only to institutional clients

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An open architecture Trust Network that enables you to manage your clients' trust assets, while expert trust administration services are provided by some of the nation's most highly regarded trust companies

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Access to a full suite of Corporate Executive Services, such as restricted and control stock liquidation strategies, exercising employee stock options, and advanced lending and hedging solutions

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Charitable giving solutions via access to a neutral platform for donor-advised funds.

## Custody and Clearing Services that Support the Way You Do Business

SMH provides full-custody capabilities through our clearing firm partners and can support any custodial arrangement for the way you do business. Our clearing firms offer:

Tools that help you analyze your business to identify opportunities

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Fixed income capabilities providing comprehensive access to the fixed income markets, with a dedicated team of experts, electronic trade execution, market-making capabilities and access to new issues

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Internet accessible workstation

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Real-time market data

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Access to a wide variety of high quality and well-regarded research.

The firm also offers capabilities for corporate stock buybacks — including hedging and monetization structures — and access to a full range of cash management accounts.

## Marketing and Communication Resources to Build Your Brand

Growing your business and building your identity in the community is an important — and often challenging — part of being an independent financial advisor. To support your marketing efforts, we provide access to a range of marketing materials that can be customized to your brand:

- Personalized, pre-approved newsletters that you can distribute to your clients and prospects
- Seminar and marketing support from one of the premier providers of marketing and technology tools for the financial services industry
- Access to professional web-site design and support services
- Access to various industry leading financial planning software packages, including Naviplan and Money Guide Pro.

## Transitioning Your Business to Sanders Morris Harris

SMH provides you with all the support you need to help you stay in control before, during and after your transition. Our experience will help ensure that you enjoy as seamless a transition as possible, minimizing the impact on your business during the move. SMH's transition team will help you become familiar and comfortable with the firm's policies and procedures, staff and resources.

Our transition team — comprised of SMH professionals from Licensing and Registration, Compliance, Operations, Asset and Wealth Management, Accounting and Sales Support — will work with you to:

- Arrange block transfers for mutual funds and a negative consent transfer for your clearing firm business
- Process block transfers and confirm the transfers as they occur
- Assist you in following up with each of your fund sponsors to ensure that all clients are transferred
- Expedite the process of approving your business cards, stationery, client letter and marketing materials for your transfer.



## Sanders Morris Harris' Guiding Principles

**Client Focus** – The interests of the client comes first

**Integrity** – No one's personal bottom line is more important than the client's

**Teamwork** – Utilizing the combined expertise of everyone in the organization

**Innovation** – Finding unique financial solutions for our clients

**Leadership** – Management that translates vision into reality

Underlying each of these principles is a simple, unrelenting desire to give independent financial advisors like you the tools you need to build wealth for your clients and to differentiate yourself in a crowded marketplace.

## Experience the Power of Partnership

Sanders Morris Harris is a broker/dealer and investment advisor staffed by a team of experienced industry professionals. We're eager to put our talent to work for you on a daily basis.

If you are ready to break out of the ordinary and move forward together, we invite you to experience SMH's private client approach. Please contact us to arrange a time to review the benefits and opportunities a partnership with us can offer.

## About Sanders Morris Harris Group

Sanders Morris Harris is a division of Sanders Morris Harris Group Inc., a holding company that, through its subsidiaries and affiliates, provides investment advisory, wealth management, tax efficient estate and financial planning, and institutional services to clients ranging from individuals to corporations and financial institutions throughout North America, Europe and Asia, including banks, retirement funds, mutual funds, endowments, investment advisors and insurance companies.

Contact us at **800-423-9657**  
to get started today!



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