

THE AdvisorEDGE



KEEPING YOU A STEP
AHEAD WITH INTEGRATED
BANKING SERVICES.

SBLOC IN ACTION

A powerful lending tool to recruit new advisors and their existing clients to your firm.

When advisor recruiting is part of your growth plan, you will want to enable advisors to bring as many of their clients with them as possible. Unfortunately, some of those clients can't move with their advisor until they satisfy the non-purpose loans (NPL) that tie their investment portfolios to their current firm.

A Securities-Backed Line of Credit can untether NPL clients from their present investment firms.

Strategic use of a Securities-Backed Line of Credit (SBLOC) can "unlock" a qualifying NPL-holding client from their current investment firm, freeing them to move along with their trusted advisor to your firm. The process* is straightforward and we will provide assistance every step of the way.

- First, we work closely with the advisor and client to pay off the client's NPL at the previous broker dealer or wire house.
- Then the client's assets may move to your firm, where they serve as collateral for a securities-backed line of credit – with a competitive rate.



Through the use of the SBLOC, advisors joining your team may now be able to migrate more of their clients to your firm. This provides several benefits:

- Increasing Assets Under Management (AUM)
- Increasing attractiveness of your firm to new advisors
- Increased ability for new advisors to bring over more of their client relationships

These benefits deliver real value to your firm, your advisors and your clients.

SBLOC Fast Facts

- An interest-only revolving credit line backed by securities held in a client's investment portfolio.
- Provides access to funds while leaving your clients' investment strategies untouched.
- May help retain Assets Under Management (AUM).
- Competitive risk from banks is reduced.
- Available to individuals, trusts and entities.
- Minimum line of credit of \$75,000, no minimum draw required.

***Please contact your appointed Business Development team to learn more about the process of using a Securities-Backed Line of Credit to recruit advisors, as well as the many other ways that this important lending product can benefit both you and your clients. Or, contact us at:**

P: 877.743.4321

Email: SBLOCinquiry@thebancorp.com

www.seicaainfo.com

Securities-backed lending has special risks and may not be suitable for everyone. If the market value of the pledged securities declines below required levels, the client may be required to pay down the loan or line of credit or pledge additional eligible securities in order to maintain it, or the lender may require the sale of some or all of the client's pledged securities. The sale of the client's pledged securities may cause the client to suffer adverse tax consequences. We do not offer tax or legal advice. Please advise the client to consult with a tax adviser.

SEI New ways.
New answers.®