
Managing wealth for select investors

Customized approaches for high net worth clients



You can count on us to provide
a customized financial plan,*
tailored financial guidance,
and remarkable service.

*Financial planning services are offered through NaviPlan®

When you're with Wells Fargo Advisors...

You'll discover that we won't waste your time with cookie-cutter recommendations. Your Financial Advisor will work with you and a team of specialists in our corporate headquarters to create your customized financial plan.

And perhaps more important, you'll find that we are committed to always doing what's right for our high net worth clients by...

- Understanding their unique financial needs and goals
- Taking time to listen
- Giving objective investment advice
- Acting in their best interest
- Maintaining high ethical standards
- Offering outstanding service and responding promptly to their requests
- Avoiding conflicts of interest

Wells Fargo Advisors understands the value of really getting to know our clients and providing steady guidance through the many changes, both expected and unexpected, that life can bring. We've found the best way we can do this is by nurturing long-term relationships with our clients.

That's why we don't "assign" our high net worth clients to work with a service group in our corporate headquarters. Rather, you'll continue to work with your Financial Advisor today, tomorrow, and for years to come. The planning specialist experts in our corporate headquarters are available to help your Financial Advisor whenever necessary with in-depth knowledge and support.

If all this sounds different from what you've found at other firms, that's because it is our mission. Having a Financial Advisor as your primary contact is all part of our common sense approach to helping our clients work toward their objectives. Our goal is to stand with you during both good and uncertain times to provide ongoing advice and the exceptional service you deserve.

Creating customized strategies for high net worth clients

Whether you've accumulated your wealth by taking the helm of your own business, serving as a corporate executive, or managing family wealth, the financial challenges you face are unlike anyone else's.

Wells Fargo Advisors can provide you a wealth management strategy using our Valued Investor Planning (VIP) program or other appropriate services. Regardless of which service you and your Financial Advisor select, you'll see an overall picture of your finances—from asset allocation and higher education to retirement and estate planning strategies. The analysis will serve as a valuable benchmark against which you and your Financial Advisor can measure your investments' performance toward achieving your goals.

Throughout this brochure, you'll find examples of the many ways Wells Fargo Advisors can help different types of individuals develop wealth management strategies.

Depending on your situation, your experience working with us may be comparable to these examples or, because your situation is unique, it could be quite different. However, no matter what your circumstances, you can count on us to provide a customized financial plan, tailored financial guidance, and remarkable service—all focused on helping you build, manage, preserve, and transition wealth.

The components of a Wells Fargo Advisors Plan

Retirement Planning	Investment Planning	Estate and Legacy Planning	Investment and Market Discussions	
Monte Carlo Analysis	Asset Allocation	Discussion of important estate planning documents	Financial Literacy	Investment Banking*
Qualified Plans and IRA Strategies	Diversification Strategies	Beneficiary Designations	Wealth Transfer Strategies	Research and Market Commentary
Deferred Compensation/Pensions	Equity Compensation: Stock Options, Restricted Stock, etc.	Asset Titling	Insurance Needs: Life Insurance, Long-term Healthcare	Product Discussions including Equities, Fixed Income, Alternative Investments, Annuities and Insurance, SMAs, Managed Portfolios, etc.
Education Funding and Financial Aid	Concentrated Positions	Lifetime Gifting	Trust Services	
Tax-Efficient Strategies and Planning	SEC Rule 10b5-1 Plans	Charitable Planning	Business Succession and Exit Strategies	
Social Security and Medicare Planning	Lending and Banking Services through Wells Fargo affiliates			On-line Access

* Wells Fargo Securities is the trade name for the capital markets and investment banking services of Wells Fargo & Company with its subsidiaries, including Wells Fargo Securities, LLC, member NYSE, FINRA and SIPC and Wells Fargo Bank, National Association.



A business owner: anticipating changes

Sandra Wyman* was always curious about how things worked and how they were built, and as soon as she was old enough to understand what an engineer was, she was determined to become one. She enjoyed her profession but wasn't satisfied with the career opportunities available to her as a young engineer—so she started her own firm, which steadily grew. Two of her three children followed in her footsteps and now work in the business she started.

The situation

Sandra's husband teaches engineering at the local university. Two of their children work in her business. One child, Helen, has special needs. Sandra and her husband have three grandchildren.

One of Sandra's children is married, one is divorced, and Helen is single. Sandra wants to eventually transfer ownership of the business to the two children who work there. At the same time, having seen one child go through a divorce, she wants to make sure that shares in the business will never be transferred to a son-in-law or daughter-in-law.

Sandra and her husband each executed wills a few years ago and currently give \$10,000 per year to their church. Now her goals are to:

- Transition ownership of the firm to the children who work there
- Provide opportunities for the children to increase tax-deferred savings
- Ensure that Helen will be physically and financially cared for
- Leave a legacy for their church

* This example is based on a variety of wealth management cases that Wells Fargo Advisors has addressed; however, it is purely hypothetical, and the names are fictitious. It is intended for informational purposes only, and should not be considered an actual investment strategy. As each client is unique we would need to review your individual situation before introducing any specific investment strategy to you.

Our approach

Taking care of the business. The first step is to analyze various methods for transferring ownership of the business. Sandra had accumulated substantial savings outside the business, sufficient to provide for her retirement-income needs. One suggestion she can consider is to begin taking advantage of her gift tax exemptions and transfer shares in the business to the children over time.

If the children want to become owners in the firm, Sandra may want to work with her attorney to create a buy-sell agreement. Executing a buy-sell agreement and funding it with life insurance could help keep ownership of the company stock “in the family” if one of the children should die or get divorced.

Some years ago, Sandra’s firm established a profit-sharing plan and regularly contributed generously, putting in 10% of compensation for each employee. However, with the children’s increasing salaries and the family’s desire to help them reduce their current income-tax liabilities, Sandra’s company may want to consider a safe harbor 401(k) as an alternative. This type of retirement plan requires a minimum 3% contribution for each participant annually (which the firm was already making), and it lets the children reduce their taxable income significantly through salary-deferral contributions. And because Sandra is older than 50, she can make catch-up contributions.

Planning for Helen’s welfare. Sandra and her husband spent time with several specialists to understand some key issues involved in estate planning strategies for a special-needs child. The services of a professional trustee were discussed,* which would let the children concentrate on taking care of Helen without the burden of investment management and trust accounting. These discussions provided a framework Sandra used as she met with family and her attorney.

Finally, Sandra learned more details about charitable giving techniques, such as a charitable remainder trust and charitable lead trust. Sandra and her family can work with their attorney to evaluate how establishing a charitable remainder trust may create the lasting legacy they desire for their church.

Why a customized financial plan?

A standard recommendation for your complex wealth-management issues might work. Then again, it might not; but our experience has taught us that customized recommendations designed to address a client’s unique needs and goals tends to perform better than an off-the-shelf response. That’s why you can expect us to offer strategies we’ll design exclusively for you.

* Trust services available through banking and trust affiliates in addition to nonaffiliated companies of Wells Fargo Advisors.

Wells Fargo Advisors and its affiliates do not provide legal or tax advice. Any estate plan should be reviewed by an attorney who specializes in estate planning and is licensed to practice law in your state.

Insurance products are offered through nonbank insurance agency affiliates of Wells Fargo & Company and are underwritten by unaffiliated insurance companies.



A corporate executive: facing an acquisition

David Johnson* is the quintessential “company man.” Jobs were hard to come by when he graduated from college, so he started out in a clerical position in the accounting department of the largest corporation in town. He worked his way up through the department and the company and somehow found time to return to school to get his MBA—all while raising a family with his wife, Barbara, whom he met while they were attending college.

The situation

Today, David is the corporation’s chief financial officer, and he and Barbara are generous financial supporters of their alma mater.

But things are changing—the company was sold to another publicly traded company. When the deal closed, David received approximately \$1 million in cash and \$19 million in the acquiring company’s stock. He also holds employer-granted stock options. In addition, he agreed to a one-year consulting contract, for which the acquiring company is compensating him.

Our approach

David’s Financial Advisor worked with a team of specialists in our corporate headquarters to help David develop a wealth management strategy. Key parts of the strategy focused on managing his concentrated equity position, exercising the stock options tax-efficiently, and developing an appropriate estate and wealth preservation strategy.

Mitigating a potentially risky situation. The concentrated equity section of David’s wealth-planning analysis outlined strategies to help him manage the risk of owning a large position in one security. His Financial Advisor presented a variety of strategies to help him:

- Generate cash
- Meet his philanthropic goals
- Reduce potentially adverse income- and estate-tax consequences
- Protect himself and his family against possible price declines in the stock

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Getting more from stock options. In the stock-option section of David's wealth planning analysis, he was presented with:

- An explanation of the options granted, a vesting schedule and potential tax consequences at the time of exercise
- An exercise strategy based on his financial situation
- A description of Wells Fargo Advisors' Cashless Stock Option Financing Program that would let him exercise his options without having to come up with a large sum of cash or disturb his existing investment portfolio

His Financial Advisor also talked with him about how exercising these options could affect both his overall asset allocation (investment mix) and concentrated equity strategies.

Because David is continuing to work for the company and has access to nonpublic information, he is considered an insider. This can dramatically affect his ability to trade in company stock. His Financial Advisor invited him to talk with equity compensation specialists about the advantages of creating a 10b5-1 trading plan that may let him sell shares in company stock even though his trading window may be closed.

Planning for estate and wealth preservation issues. The last major component of his plan was estate planning and wealth preservation strategies, where he learned about such issues as:

- Creating suitable tax-efficient income streams
- Preserving assets through proper beneficiary designations and the use of advanced strategies involving trust services*
- Meeting his and Barbara's charitable giving goals

Why a team of specialists?

It's virtually impossible for one person to have an in-depth knowledge of all the many aspects of wealth management. As a result, you can access a team of specialists from various disciplines in our corporate headquarters to address your concerns through your Financial Advisor.

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Family wealth: dealing with daunting challenges

Mary Ann Summers* and her father were remarkably close. They talked about everything except, unfortunately, how he managed the substantial wealth he accumulated during his career. She was emotionally devastated when he passed away suddenly, and to complicate matters, she had little idea about how to handle the assets totaling \$17 million, including a substantial amount in an IRA, that he left for her to manage for the family.

The situation

Mary Ann is single with no children. She has three siblings, two older and one younger. The siblings are financially stable but, like her, have no experience managing wealth of any kind. She has seven nieces and nephews. She is in good health and wants to maintain an active lifestyle, including European vacations. To do so, she believes she needs approximately \$250,000 per year.

Not long after her father's funeral, a close friend referred Mary Ann to one of our Financial Advisors. She scheduled an appointment to discuss how we would help her manage these assets. In addition to her needs above, Mary Ann wanted to:

- Ensure that her siblings, nieces, and nephews were cared for financially
- Make some gifts to charity
- Reduce potential estate taxes for her beneficiaries

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Our approach

“Inheriting” the IRA*. Her Financial Advisor talked with Mary Ann about the advantages of “inheriting” the IRA from her father. He showed how she could take distributions from the Inherited IRA over the course of 10 years after death. There isn’t a requirement every year for a distribution. However, Mary must empty the Inherited IRA by the end of the 10th year. In addition, he demonstrated how this allows her beneficiaries (her siblings, nieces, and nephews) to inherit the IRA as a successor and utilize the remaining years within the 10 year rule after her death.

Providing the needed income. Even with her sizable assets, creating an income stream of \$250,000 per year tax-efficiently posed a challenge. Wells Fargo Advisors can help develop an asset allocation strategy to help meet that income need and provide Mary Ann with suggestions regarding which accounts to make withdrawals from to achieve that desired income. Because Mary Ann wants to travel extensively, strategies such as managing agent services† and private money management may help reduce her involvement in the day-to-day management of her assets.

Planning for her estate. Mary Ann will also want to evaluate estate planning and trust strategies to help provide for her siblings, nieces, nephews and favorite charities. These strategies may include charitable remainder and lead trusts, some outright gifting, and providing financial-management education for her nieces and nephews.

Why a Financial Advisor?

Did you ever try to buy a gift for someone you barely knew? It’s not easy. In much the same way, it would be difficult, if not impossible, for someone to address your wealth management concerns unless he or she thoroughly understood your situation. That’s the role your Financial Advisor plays. He or she will provide an in-depth understanding of the many aspects of your family’s unique circumstances.

* IRAs inherited by non-spouse beneficiaries generally must be distributed by the 10th year following the year of death per the SECURE Act. There is no guarantee that there will be assets remaining in the account at the time of the IRA owner’s death.

When deciding whether to utilize an Inherited IRA strategy, an investor should consider such factors as possible changes to tax laws, the impact of inflation, and other risks. Please note that designating a beneficiary two or more generations below the IRA owner may result in additional taxes when the distribution is made (exemptions may apply). Please consult your tax advisor for more information

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Implementing your plan

When you turn to Wells Fargo Advisors, you can choose from one of the broadest arrays of investment alternatives in the industry. And we use quality research from such respected sources as Wells Fargo Securities*, Morningstar®, and other providers to augment guidance from our market and economic experts to help your Financial Advisor suggest the right investments for you.

Keep in mind that your Financial Advisor has no financial incentive to recommend one product or service over another and no hidden agendas. That's a claim not many firms can make.

Some of the investment products and services we offer to our high net worth clients include:

- Customized asset allocation† strategies
- Customized equity investment strategies
- Customized fixed income investment strategies
- High-quality products and services from third-party specialists
- Customized alternative investment strategies
- Premier account services, mortgage and other lending services through Wells Fargo Advisors affiliates
- Business owner services
- Corporate executive services

Your Financial Advisor can provide complete information on any of the above.

Having wealth shouldn't be a burden

Many people spend their lives dreaming about having some measure of wealth. But there may be days when you wonder how best to fulfill your financial responsibilities to yourself, your family and charitable organizations you wish to benefit. That's why you should consider turning to Wells Fargo Advisors—we have the tools and depth of experience necessary to do the heavy lifting when it comes to managing your wealth.

Talk with your Financial Advisor about our investment wealth planning services. Working together, we can develop a strategy and present a customized approach using our client-first philosophy and resources to help you work toward your financial objectives.

* Wells Fargo Securities, LLC, is a registered broker-dealer and a separate non-bank affiliate of Wells Fargo & Company.

† Asset allocation cannot eliminate the risk of fluctuating prices and uncertain returns nor can diversification guarantee a profit in a declining market.

Our commitment to you

We will honor our relationship with you.

When you work with a Financial Advisor from Wells Fargo Advisors, you have someone who takes the time to listen and understand your needs, helps you clarify your goals, and takes seriously the safety and security of your money and investments.

We will be fully invested in your success.

Your Financial Advisor will help you stay on track to meet your goals through intelligent financial recommendations, in-depth analysis of your investments, and regular feedback on your progress.

We will be with you every step of the way.

Your needs and goals will change over time. That's why your Financial Advisor will be there to provide ongoing advice—along with the exceptional service you deserve—through the ups and downs of markets and economic cycles.

wellsfargo.com/advisors



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CAR-0620-00736