New Client Flowchart

Qualified Introductions from Financial Planners & Branch Staff

(Other financial representatives pre-qualify)

Introductions from your Existing Clients & COIs

Pre-Appointment

This is a mini-series of calls and communication received by the potential new client to set the stage for the 1st Appointment.

The Pre-appointment process establishes your process for bringing on a new client and allows you to introduce yourself in a professional manner.

1st Appointment

"Is There a FIT?"

The "FIT" process is a major point of distinction. It establishes the framework for a solid relationship and gives you complete control over the next steps for this new client, including information gathering.

Possible Realignment:

To Financial Planner
To VirtualWealth

2nd Appointment

Implementation
(when required)

This is where you deliver your investment recommendations to your new client. You will also share your Introduction Process with them for the first time.

Welcome Aboard!

This is a series of actions to 'welcome' your new client.

No new client is fully onboard until they've experienced the welcome process: a continuation of our client-focused approach. This is the bridge to the ongoing Service Program.