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CHARLES SCHWAB ADVISOR SERVICES
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Serving the Wealth Management Industry For More Than 20 Years

Our Firm

For more than 20 years, Charles Schwab & Co, Inc. has been an advocate for individual investors and their advisors, and has held a prominent role in serving the wealth management industry. Serving clients is at the heart of what we do. The corporation's affiliates and subsidiaries offer custody and trading services, securities brokerage, banking, money management and financial advisory services to individuals, independent advisors, plan sponsors and their employees.

Our Unique Features

Our service is at the heart of what we do at Schwab; everyone at Schwab is committed to serving your day-to-day and long-term needs. We offer some of the most up-to-date technology, from our open architecture platforms to highly customizable data delivery systems. Through our business consulting services, we can help you plan for growth and build a tailored strategy to support your specific growth objectives. You'll have access to tools and resources, events and education that can help you with business strategy and business development as well as help you to expand your firm through a merger or acquisition.

Our Strengths

At Schwab, our technology is designed with flexibility to fit the way you work and we develop our industry leading technology with a singular focus: to enable you to handle your business quickly and efficiently so you can spend more time providing great service and high-quality advice to your clients.

Through Schwab, you have access to an array of institutional-quality financial products from Schwab and other unaffiliated companies. These include access to a broad range of money managers, investment strategies, individual securities, mutual funds, fixed income solutions and ETFs. In addition, Schwab offers cash investments, retirement and education accounts, personal trust and administrative trustee services, charitable giving, annuities and lending solutions.

AT A GLANCE

Contact: Vivian Young, Director of Family Office Services

Location(s): Multiple, with corporate headquarters in San Francisco

Year Founded: 1987

Total Assets Under Advisement: Approximately $563B as of September 2009.

Our Typical Client

Our typical client is an independent, fee-based investment advisor. In fact, Schwab is the leading provider of custodial, operational and trading support, serving over 6,000 Registered Independent Advisors, multifamily and single family offices, investment consultants, banks, and trust companies across the country. Advisors value Schwab for the platform, products, programs and resources they need to serve their clients and grow their businesses efficiently and effectively.

A Little-Known Fact About Our Firm

Schwab has been serving family offices for more than 10 years. Today, we work with most of the 20 largest family offices in the nation according to a 2008 ranking by Celent. As a transparent company providing visibility into our financial strength, security, and risk management, Schwab is in great standing to serve Family Offices.

As more of our wealth manager clients mature and transition to become family offices, Schwab is evolving and refining how we work with them as a unique group. We continue to make investments in service and education to support their business.