



# Salentica® CRM Advisor Edition on Microsoft CRM



**Salentica® CRM Advisor Edition** is a configurable CRM solution powered by Microsoft Dynamics CRM and designed specifically for wealth managers to support your client management and business development needs.

Salentica CRM is integrated to Schwab OpenView Gateway® for real time and CRM actionable data from Schwab Advisor Center®.

We also have a number of other integrations including TD Ameritrade Institutional's Veo®, Advent APX®, Axys® & Black Diamond®, Investnet | Tamarac®, Orion Connect and Laser App®.

Salentica CRM is fully configurable allowing your CRM to grow as your business grows.



## Schwab Custodian Integration

Secure Daily Updates and Real Time Account data from Schwab Advisor Center® provided inside Salentica CRM.



## Other Integration Solutions

Other integrations include TD Ameritrade Institutional's Veo®, Advent APX®, Axys® & Black Diamond®, Investnet | Tamarac® and Orion Connect.



## Track Your Client 360°

Activity tracking with Microsoft Outlook, Document Management with Microsoft SharePoint, Dashboards, Families, Households, Contacts, Accounts, Portfolios, Holdings, Activities, Request Tracking, Multiple Addresses, Interested Parties and COIs, Referral Sources and more.



## Powerful Wealth Management Solution & Workflow Automation

Salentica CRM provides a prebuilt wealth management CRM Solution that has all the ingredients your firm needs to be successful. Workflow automation helps firms to increase efficiencies and improve client service.



## Custodial Form Filling

Laser App's accurate custodial form filling using your CRM data to reduce NIGO errors and increase accuracy. Combine with electronic signatures to increase straight through processing efficiency.



## Business Development

Track and report on your new client pipeline and ongoing client business development in Salentica CRM.



## Mobility

Anytime, anywhere access using Salentica CRM for Microsoft CRM on tablets & phones.



## Professional Services

<b>Support:</b> Front line support partner for your firm	<b>Customization:</b> Custom development for reports, integrations and more	<b>Training:</b> Administrator and End User Training	<b>Data Migration:</b> Act!, Microsoft Dynamics CRM, Salesforce, Junxure, Goldmine, Outlook, Excel, Redtail and many more
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## Rollover IRA

Account Value  
\$223,703.80

### General

Account Name *	Rollover IRA	<b>Quick View Cash Balance</b>	
Account Number	0012832989	Cash Available	\$-13,000.00
Account Value	\$223,703.80	Account Cash Balance	\$12,000.00
Valuation Date	10/5/2015	Cash Minimum	\$25,000.00
Custodian *	Schwab	<b>Ownership</b>	
Holdings Source	--	Primary Individual	Gable, Clarke
Account Closed Date	--	Household	Gable, Clarke & Kay
<b>ACTIVITIES</b>		<b>Account Setup Workflow</b>	
<b>NOTES</b>		Funding Method	Cash/ACH
Enter a note		Administrative Owner	Best, Melissa
		Funding Approved	No
		New Account Forms Complete	No
		New Account Forms Approved	No

### Schwab Account Positions (Data Persistence)

Security ↑	Ticker/Symbol (Sec...	Number of Sh...	Market Value	As
AMERICAN CENTURY ULTRA FD IN...	TWCUX	1,325.213	\$22,528.62	Mutu
BUFFALO HIGH YIELD FUND	BUFHX	2,787.306	\$32,945.96	Mutu
DAVIS NY VENTURE FD CL B	NYVBX	804.540	\$29,027.80	Mutu
INVESCO BASIC VAL A XXX MRG T...	GTVLX	499.504	\$10,949.13	Mutu
INVESCO MID CAP CORE EQTY FD...	GTA1L	624.910	\$15,554.01	Mutu
MICROSOFT CORP	MSFT	5.000	\$230.50	Equit
ROYCE TOTAL RETURN FUND INV...	RYR1Z	2,261.736	\$34,152.21	Mutu
SCHWAB 1000 INDEX FUND	SNXFX	456.021	\$7,752.36	Mutu

### Schwab Data (Persistence) - Yesterday's Data

<b>Account Details</b>	<b>Account Preferences</b>	<b>Schwab Alerts (Data Persistence)</b>	
Master Account Id	8008612	Cash Sweep Feature	SCHWAB MONEY MARKET FUND
Registration Type	IRA	Client Check Writing	No
Account Established	9/28/2015	Enrolled In Bill Pay	No
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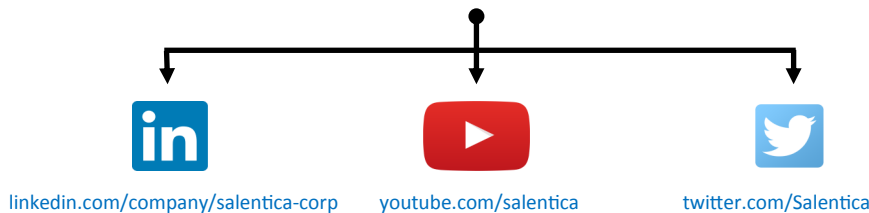
**Actionable Account data from Schwab Advisor Center®**

## ABOUT SALENTICA

Salentica is a market leader providing innovative, integrated Client Relationship Management (CRM) and Document Management solutions for wealth managers on both Microsoft Dynamics CRM and Salesforce CRM platforms. With over 5000 users today, we have a successful track record of over 25 years in developing and implementing financial software.

Salentica's industry leading clients include Registered Investment Advisors, Broker Dealers, Family Offices, Private and Institutional Wealth Managers, Trust Companies and Private Banks.

### CONNECT WITH US



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[www.salentica.com](http://www.salentica.com)

Salentica® CRM is a trademark of Salentica Inc.

**Microsoft Partner**  
Gold Customer Relationship Management

Schwab Advisor Services provides custody and trading, as well as technology and other support services to independent investment advisors. It includes the custody, trading and related support services of Charles Schwab & Co., Inc. ("CS&Co"), a registered broker-dealer and member SIPC. It also includes the technology and related products and services of Schwab Intelligent Technologies ("SIT"). CS&Co and SIT and SPT are affiliated as separate subsidiaries of The Charles Schwab Corporation, but their respective products and services are independent of each other.