Working with professional advisors to deliver integrated wealth management

RBC Wealth Management Services

Wealth Management

RBC Wealth Management® advisors have access to an internal team of specialists called RBC Wealth Management Services who can provide tax, estate and financial planning support and services to advisors' clients. RBC Wealth Management Services is a team of highly accredited lawyers, accountants and financial planners who deliver the highest level of wealth management expertise to high-net-worth individuals, families and businesses. Team members work directly with the client's RBC Wealth Management advisor and their existing trusted independent advisors (accountants, lawyers, etc.) to better understand their goals and objectives, and provide integrated, coordinated services to build and protect wealth.

The RBC Wealth Management Services team

Will & Estate Consultants

Offer specialized Will, estate and succession planning strategies from a legal and tax perspective, tailored to meet the client's personal planning objectives, which the client can discuss with their own independent legal and tax specialists to implement.

Financial Advisory Support

Is a team of highly qualified accountants, lawyers and financial planners, with extensive experience in financial, tax, estate, legal and retirement planning, who provide information and support to RBC Wealth Management advisors to help them address their clients' situations.

Financial Planning Specialists and Consultants

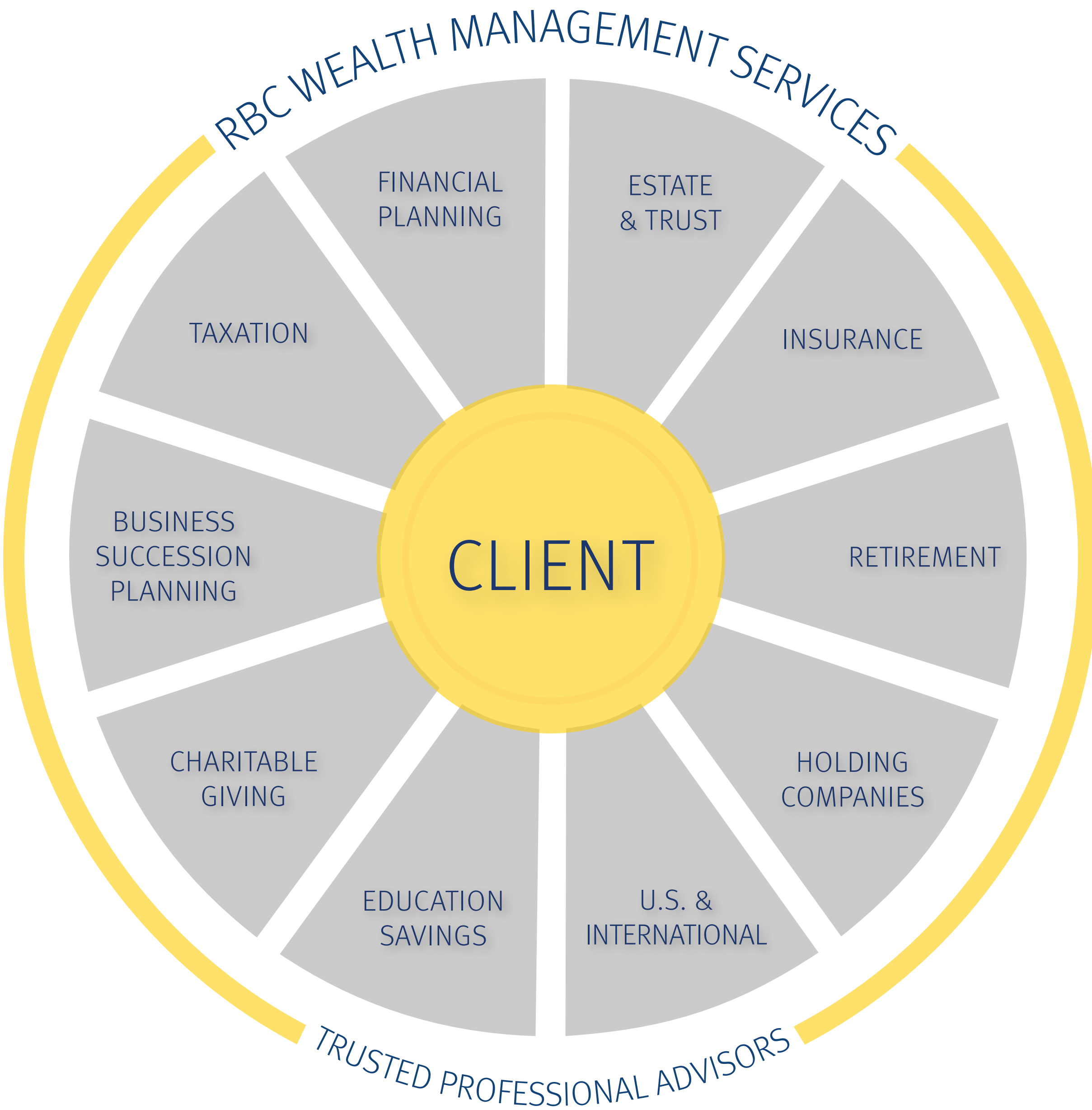
Prepare customized and comprehensive personal financial plans incorporating tax, financial, retirement, risk management and estate planning strategies.

High Net Worth Planning Services

Provide customized tax and estate planning advice, overall wealth planning and business succession planning for higher-net-worth families.

Business Owner Specialists

Develop a comprehensive and holistic plan focused on a business owner's personal and corporate planning objectives. Strategies related to business risk, transition, succession, retirement and tax are identified and evaluated to address planning needs.



Our approach to partnering with a client's trusted professional advisors

Strategies

Drawing on the depth of experience they have developed as financial, tax and legal professionals, members of the RBC Wealth Management Services team work with a client's independent tax and legal advisors to recommend and present strategies that are appropriate for their situation.

Solutions

RBC Wealth Management Services assists a client's independent tax and legal advisors by identifying opportunities and providing information that may be used to turn strategies into actionable solutions.

Implementation

The specialists of RBC Wealth Management Services work with the client's independent tax and legal advisors to effectively execute strategies to help clients achieve their individual goals. As they provide services that complement those provided by existing trusted professional advisors, RBC Wealth Management Services does not draft legal documents or prepare tax compliance documents.

RBC Wealth Management solutions

The following are some of our in-house wealth management solutions and services where RBC can assist your clients in achieving their financial goals and objectives.

Individual Pension Plan (IPP)

IPPs are ideal for incorporated business owners, professionals or high income executives over age 40 who want to contribute more to a tax-sheltered retirement plan than what's currently permitted by an RRSP. Working with our preferred actuarial provider, Conduent (formerly known as "Buck Consultants"), it is easy to set up an IPP that meets your client's needs.

Conduent is North America's oldest actuarial firm. Established in 1916, Conduent provides pension and health and welfare consulting to more than 15 million people worldwide through its team of 1,700 professionals.

RBC Charitable Gift Program

The RBC Charitable Gift Program offered by RBC® is in partnership with Gift Funds Canada. It is a "donor-advised fund" that is specifically designed for those individuals and families that wish to support charitable causes in a meaningful way but do not want to set up a private foundation. It is an easy and convenient way to support charitable causes, today and in the future, while receiving important tax benefits.

Gift Funds Canada is the largest independent public foundation operating in Canada that specializes in the management and administration of "advisor-friendly" charitable gift funds.

Insurance Solutions

RBC Wealth Management Insurance Specialists can advise your personal and business owner clients on tax, retirement, charitable and estate planning strategies that incorporate the use of life insurance and annuity solutions. Product offerings from Canada's leading life insurance companies include life insurance and living benefits insurance (disability, critical illness and long-term care), along with money products such as annuities and segregated funds.

RBC Estate & Trust Services

Our highly skilled estate and trust professionals offer estate settlement and administration services, trustee services, trust structures and other specialized services throughout Canada. We work with families and businesses who wish to protect their assets and transfer their wealth for generations. Our reputation for excellence in estate and trust services has been earned through serving Canadians for over a century.

International Trust Services

Trusts are flexible instruments that can be designed to meet a client's personal, family, and/or business needs. In some cases, there are benefits to having the trust resident outside Canada (e.g. for Canadian residents with non-resident beneficiaries or to facilitate financial planning or estate planning for those who own property in other jurisdictions). RBC can structure and administer a wide range of international trusts to suit a client's individual needs and circumstances, in compliance with all relevant domestic and international taxation regulations. RBC has offices in Jersey and Guernsey in the Channel Islands, two top tier stable financial centres in the world in terms of financial, professional and legal infrastructure; reputation; and quality of trust services.

"RBC Wealth Management Services values the relationship we have with accounting, tax and legal professionals who provide our clients with expert advice. We are confident that the guidance the RBC Wealth Management Services Specialists provide to our mutual clients complements your professional services and provides you with additional opportunities to provide formal advice and implementation."

– Tony Maiorino, VP and Director,
Head, RBC Wealth Management Services

External professional advisors' testimonials

"I appreciate the opportunity to work with the professionals at RBC and RBC Wealth Management Services because they appreciate Canadian and U.S. tax issues and actively work with our office to arrive at solutions that are in the best interest of our clients."

– U.S. Tax and Estate Specialist, Calgary

"I have worked with the RBC Wealth Management Services team for many years and I have found them to be extremely helpful in identifying opportunities for clients and assisting the clients in understanding their options. RBC has also been very helpful in assisting the client in implementing various structures I have recommended (domestic and international trustee services, etc.)."

– Senior Canadian and International Tax Lawyer, Toronto

"I have enjoyed working with members of the RBC Wealth Management Services team over the last several years. As a complement to traditional high net worth client banking and investment services, RBC has developed a high net worth client service model that has brought together an unbelievably high calibre of tax, accounting and legal expertise that I believe is unique among its peers. Professionals such as myself are able to expand upon the excellent initial consulting advice provided by the WMS team and to supplement it with our own experience to help these clients to achieve their goals."

– Senior Tax and Estate Lawyer, Toronto

Wealth
Management