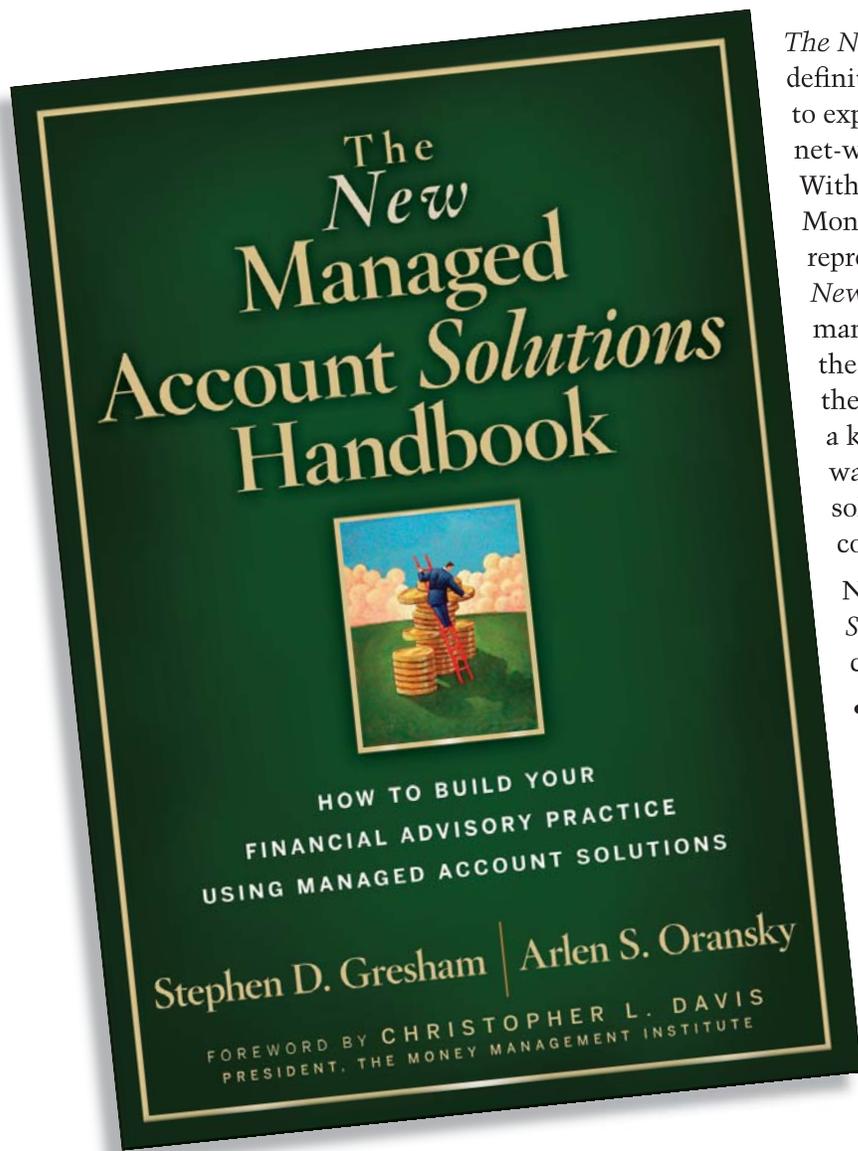


Newly Revised and Updated!



The New Managed Account Solutions Handbook is the definitive reference guide for wealth managers who want to expand their financial advisory practices, attract high-net-worth clients and establish recurring revenue streams. With a foreword by Christopher Davis, President of the Money Management Institute, the national organization representing the managed account solutions industry, *The New Managed Solutions Account Handbook* is a training manual for advisors who are just beginning to understand the way managed account solutions can help them build their businesses and better serve their clients. It is also a key reference tool for established advisors seeking ways to more effectively implement managed account solutions as they attract wealthier clients with more complex financial management needs.

Newly revised and updated, *The New Managed Account Solutions Handbook* has been expanded to include chapters on:

- The evolutionary and revolutionary growth of unified managed accounts, a platform that enables the wealth manager to incorporate mutual funds, stocks, bonds, exchange-traded funds and other instruments in a single client account
- Mutual fund wrap accounts, which enable the advisor to harness the potential of multiple mutual funds in a unified portfolio
- Alternative investments, which allow the advisor to achieve greater returns by moving beyond the traditional mix of stocks and bonds

978-0-470-22278-2 • Hardcover • 240 pages
US\$ 39.95 • CAN\$ 47.99 • UK£ 22.99

About the Authors:

Stephen D. Gresham (Hartford, CT) is executive vice president and director of retail markets for Phoenix Investment Partners and is a pioneer in managed accounts, having built several of the industry's first fee-based accounts beginning in 1984. Since then he has become a recognized leader in the field whose expertise has been sought by CNN, PBS, Bloomberg Radio and TV, and many other media outlets, including *The New York Times*, *Fortune* and *Business Week*. He is also a regular contributor to multiple publications serving the financial services profession, is the author of several books on successful money management, including the recently released *Advisor for Life* (Wiley, 2007), and is the reigning Fund Marketer of the Year, as awarded by Fund Action/Institutional Investor.

Arlen S. Oransky is Vice President of the Money Management Institute, the national organization representing the managed account solutions industry. He has over 25 years experience in the financial services industry working with leading advisors around the world and has served as Senior Vice President for Weiss, Peck & Greer Investments and as Vice President and Product Manager for TIAA-CREF. He is also a Director of the International Money Management Institute.