

# Baird's Liquidity Solutions: Enhanced Credit Access

At its core, wealth management is about more than getting from Point A to Point B. When done well, it's about making that journey in the way that's right for you – and that means exploring all your available options.

For your long-term goals, your Baird Financial Advisor can offer a wide variety of investment solutions specifically tailored to your risk tolerance and your growth and income needs. For significantly shorter-term liquidity needs, there is Baird's Enhanced Credit Access.

Whether you are:

- Financing a real estate transaction in a competitive market
- Being prepared for a large tax bill
- Transitioning into assisted living
- Starting or investing in a new business
- Enjoying your wealth with those who matter most in your life

Baird's Enhanced Credit Access program can help. Enhanced Credit Access is a line of credit secured by securities held in taxable Baird accounts. It's designed to give you quick and easy access to the value of your invested assets at Baird, while keeping them at work toward your longer-term goals.

## KEY BENEFITS

- Cash access without investment portfolio disruption
- Avoid tax consequences from liquidating holdings
- Competitive rates & interest only payments
- Zero set up fees
- Zero draw requirements
- Simple underwriting process with no credit pull

## ADDITIONAL FEATURES

- Our banking partners have been thoroughly vetted and offer competitive rates.
- Ability to continue making trades and receive the benefits of any dividends, interest or capital appreciation that may accrue in the account as long as the loan remains in good standing.
- Incorporating liquidity needs within your broader wealth plan may also create opportunities for consolidation or optimization of existing, higher-interest loans.
- Assets in both brokerage accounts and Baird's Advisory Program can be used as collateral for your non-purpose loan.

# Baird's Liquidity Solutions:

## Enhanced Credit Access

BAIRD

### ENHANCED CREDIT ACCESS

<b>Serviced By:</b>	TriState Capital Bank	TD Bank
<b>Use of Funds</b>	Non-purpose lending; proceeds can be used for just about anything other than to purchase/carry securities	Non-purpose lending; proceeds can be used for just about anything other than to purchase/carry securities
<b>Turnaround Time</b>	About 5 days	About 5 days
<b>Application Process</b>	Online application process through TriState Capital Bank. Client signatures needed on application and final loan documents. TriState's DocuSign can be used for lines of credit approved for \$10,000,000 and less.	Streamlined application process with TD Bank up to \$25,000,000. Clients can sign application and closing documents via DocuSign, and TD doesn't have a limit on when DocuSign can be used.
<b>Supporting Documents for Application</b>	Baird statements, copy of personal identification, copy of trust or, for revocable trusts for lines \$10,000,000 and under, TriState's trust certification, organizational documents for business entities, additional trust-related documentation for irrevocable trusts, i.e. death certificates, IRS estate tax clearance letter	For all lines up to \$25,000,000, TD Bank requires: Baird investment statements, personal identification, copy of client's trust document or trust certificate, organizational documents for business entities, additional trust-related documentation for irrevocable trusts i.e. death certificates, IRS SS4 letter.  Loans over \$25,000,000 will require additional documents.
<b>Eligible Account Registration Types</b>	Most taxable account types are eligible assuming supporting documentation authorizes lending. Combination of registration types can be pledged for one line of credit.	Most taxable account types are eligible assuming supporting documentation authorizes lending. Combination of registration types can be pledged for one line of credit.
<b>Managed Accounts as Collateral</b>	Yes	Yes
<b>Borrowing Capacity</b>	Up to approximately 60-65% of the value of a diversified, eligible portfolio	Up to approximately 60-65% of the value of a diversified, eligible portfolio
<b>Minimum Collateral Value</b>	\$165,000 in diversified, eligible assets to support a minimum line size of \$100,000	\$165,000 in diversified, eligible assets to support a minimum line size of \$100,000
<b>Fees</b>	None. Interest Only	None. Interest only
<b>Interest Rate</b>	Adjusted 1-month term SOFR + spread (spread based on approved line size and statement household value) subjected to a minimum rate floor	Adjusted 1-month term SOFR + spread (spread based on approved line size and statement household value)
<b>Loan-to-Value Requirement</b>	Most lines have advance rate of approximately 60% and default rate of approximately 70%. Contact your Financial Advisor for additional details	Most lines have advance rate of approximately 60% and default rate of approximately 70%. Contact your Financial Advisor for additional details

For more information about the Enhanced Credit Access program, including benefits, potential risks, and Baird's conflicts of interest, please review the Important Information about Securities-Based Lending and Baird Enhanced Credit Access document available on [bairdwealth.com/retailinvestor](https://bairdwealth.com/retailinvestor). It can be found by clicking the Securities-Based Lending Program link under the Additional Services section on the Retail Investor Information webpage. ©2024 Robert W. Baird & Co. Incorporated. Member SIPC. MC-1323634.