

## UMA Marketplace<sup>®</sup> Account Opening Guide

UMA Marketplace<sup>®</sup> is a wealth management platform that allows Registered Investment Advisors (RIAs) to open accounts with their preferred custodial partner using investment products/portfolios from a large universe of leading investment management firms. UMA Marketplace<sup>®</sup> also provides a suite of do-it-yourself tools and services; enabling RIAs to directly control many aspects of client portfolio construction and management. Placemark Investments operates the UMA Marketplace<sup>®</sup> platform, contracting with custodians, investment managers, and various RIA service providers to provide a fully integrated and flexible set of services to support your business. Placemark Investments also operates as the discretionary overlay manager on accounts in UMA Marketplace<sup>®</sup>, implementing the investment policy specified for each client's account.



### Working with Optimus Advisory Group

Optimus Advisory Group is a partner with Placemark Investments, making their investment strategies available to advisors and clients via the UMA Marketplace<sup>®</sup> platform. Working together, Optimus Advisory Group and Placemark Investments are committed to providing the best service and support to financial advisors and their clients. When opening accounts in UMA Marketplace<sup>®</sup> with Optimus Advisory Group please use the attached Strategy Codes in the "Strategy Code" field in Section 5 of the Placemark [New Account Enrollment Form](#).

Strategy Code	Portfolio / Product Name	Product Fee (basis points)	Minimum
21465	Bear Layer Absolute Return	50	\$25,000
21464	Global Bear	50	\$25,000
21463	Emerging Markets Bull/Bear	50	\$25,000
21462	US Equities Bull/Bear	50	\$25,000
21461	High Yield Bull/Bear	50	\$25,000
21460	Global Equities Bull/Bear	50	\$25,000
22475	Global Allocation Bull/Bear	50	\$25,000
22474	Global Bond/Currency	50	\$25,000

In addition to the product fees outlined above, Placemark charges a fee of 10 basis points for trading the account and providing various other services to clients and advisors via the UMA Marketplace<sup>®</sup> platform. Placemark may charge an additional platform fee depending on the nature of the relationship between Placemark and the advisory firm, or incremental services required on the account. The fees charged by your custodian for trading and other custodial services are based on your own master agreement and associated fee schedule with the custodian. Placemark's fees are subject to change based on other products or services that might be utilized within a client's account.

For additional information on the specific portfolios provided by Optimus Advisory Group via UMA Marketplace<sup>®</sup>, please visit <http://www.optimusadvisory.com/advisors-only.html>. or contact your Optimus Advisory Group representative, or the Placemark Advisor Support Team.

## ***Getting Started with UMA Marketplace<sup>®</sup>***

Working with Placemark Investments and the UMA Marketplace<sup>®</sup> platform is simple. Prior to opening a first account, advisors should please provide the following information:

- A completed copy of the Placemark Investments ***RIA Profile***, available by contacting Placemark's Advisor Support Team at (800)-266-7615 or by email at [GettingStarted@Placemark.com](mailto:GettingStarted@Placemark.com).
- A copy of your Form ADV Part II and supporting schedules

Advisors should submit the documents to the Placemark Investments Advisor Support Team. Once the enrollment process is complete, a Placemark representative will contact you and provide a copy of Placemark's ***UMA Marketplace<sup>®</sup> Overlay Management and Services Agreement***. As soon as the executed agreement is received by Placemark, the RIA is able to open accounts in UMA Marketplace<sup>®</sup>.

## ***Working with Custodians***

Prior to opening accounts in UMA Marketplace<sup>®</sup>, RIAs must have their own master agreement in place with one of the custodians available via the platform. That master agreement must utilize a fee-based schedule for trading accounts in UMA Marketplace<sup>®</sup>. The following custodians are presently supported:

- TD Ameritrade Institutional
- Charles Schwab Institutional
- Fidelity Institutional Wealth Services
- Pershing Advisor Solutions

Placemark has developed a ***UMA Marketplace<sup>®</sup> Forms Package*** for each supported custodial partner that includes all the Placemark and custodial documentation and instructions necessary to open an account in UMA Marketplace<sup>®</sup>. Please contact the Placemark Advisor Support Team to request a custodian-specific forms package.

## ***Contacting Placemark Investments***

For additional information on the UMA Marketplace<sup>®</sup> platform or to request any of the forms or materials described here, please contact Placemark's Advisor Support Team at (800)-266-7615, or via email at [GettingStarted@Placemark.com](mailto:GettingStarted@Placemark.com).