

A smarter lending solution for your clients

In partnership with The Bancorp, we're helping advisors offer a Securities-Backed Line of Credit (SBLOC) that gives clients fast, flexible access to cash—without derailing their long-term investments or triggering a sizable tax bill.

Securities-Backed Line of Credit (SBLOCs) are offered by The Bancorp Bank, N.A., Member FDIC, to Betterment clients. Betterment is not a bank. See more at the end of this brochure.



Clients can use the SBLOC their way:¹



Purchase/renovate a home



Pay college tuition



Pay inheritance/estate/income taxes



Manage medical bills



Finance business expenses



Pay for a wedding

Having the SBLOC in your wealth management toolkit enables you to provide clients with a liquidity option that preserves AUM and your investment strategies. It also means you can proactively plan for clients' current and future cash needs. Whether it's college tuition, emergency home/car repairs, or financing business expenses, your clients can use the SBLOC for almost any purpose.¹

Benefits for clients:

- ✓ Financial flexibility in their wealth management plans
- ✓ Eliminating the need to sell off portfolio assets that can trigger a tax event
- ✓ Automated application and underwriting
- ✓ Consolidate their current high interest debt (credit cards, car loans, etc) at more competitive interest rates
- ✓ Automated emails regarding application and funding status
- ✓ Immediate access to credit line after approval
- ✓ Easily disburse funds with fee-free credit line checks, ACH, and same-day wires through The Bancorp

Benefits for financial professionals:

- ✓ Retain investment strategies and AUM
- ✓ Saves you time and effort needed to rebalance a client's portfolio
- ✓ Build flexibility into your wealth management plan with a timely source of liquidity
- ✓ Manage both sides of a client's balance sheet
- ✓ Introduce proactive debt management into your services
- ✓ Increase client satisfaction and trust in your advice

Why we chose The Bancorp as our partner

We only work with the best. For over 20 years, The Bancorp has been a stable, trusted provider in banking. In 2004, they became the first bank to offer to offer SBLOCs to independent and registered financial professionals—empowering them to compete with the resources of larger institutions. Since then, their SBLOC has helped over 60,000 advisors provide client liquidity while preserving AUM. Those numbers speak for themselves.

Always a partner. Never a competitor.™

The Bancorp develops banking solutions for wealth management and, unlike other competitors, does not compete with financial professionals for clients' assets.

Client before firm mentality

Their goal is to preserve clients' portfolio assets with high-quality collateral requirements and daily market and collateral monitoring.

TALEA® loan automation platform

The Bancorp proprietary loan automation system provides a streamlined application process and fast drawing power simulations based on portfolio assets.



Everything you need to know about the SBLOC

It's an interest-only revolving credit line backed by non-qualified securities in a client's investment account. Using the SBLOC, your clients could access 50%–95% of their portfolio value based on eligible asset classes.^{2,3}

Minimum Credit Line	\$75,000 ⁴
Eligibility	Individuals, trusts, and entities
Income verification	No income verification
Loan Fees	No application fees, no annual or monthly fees, no fees for the portion of the credit line not in use ⁵
Interest rates	Competitive fixed and variable interest rates based on The Wall Street Journal Prime (WSJP) Rate
Eligible collateral	<ul style="list-style-type: none">✓ Publicly traded✓ Listed on a major U.S. exchange✓ Priced daily✓ Priced at more than \$5 per share✓ Cannot make up more than 40% of collateral value (concentrated positions)✓ Cannot be classified as restricted or control stock✓ Cannot be held in a retirement account✓ Cannot be the stock of The Bancorp Bank, N.A. or an affiliate
Prepayment	No prepayment fees
Term	Evergreen credit line that allows for line increases and has no end term

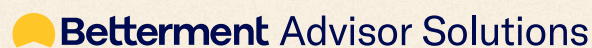
¹ The SBLOC cannot be used for the purchase of additional securities or to pay off a margin loan that was used to purchase securities.

² Subject to credit approval and underwriting.

³ The 95% advance rate is for an all-cash portfolio.

⁴ Minimum requested amount must be \$75,000.00 or such greater amount as may be prescribed from time to time pursuant to 12 C.F.R. Section 1026.3(b) of Regulation Z issued by the Consumer Financial Protection Bureau as the minimum threshold necessary to qualify the line of credit as an exempt consumer credit transaction thereunder.

⁵ The Bancorp Bank, N.A. ("Bank") does not charge an application fee. State, local and/or third-party fees may apply in some states.



Ready to get moving?
Contact us today.

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