
RAYMOND JAMES[®]
RAYMOND JAMES (USA) LTD.



**Crossing Borders
Wealth Management**

“Investment Solutions for the American Living in Canada, Canadian Living in the United States and the American who has Canadian currency”

AGENDA

- **RAYMOND JAMES (USA) LTD. OVERVIEW**
- **UNIQUE CLIENT SOLUTIONS**
- **OTHER BENEFITS**
- **QUESTIONS**

RJLU OVERVIEW

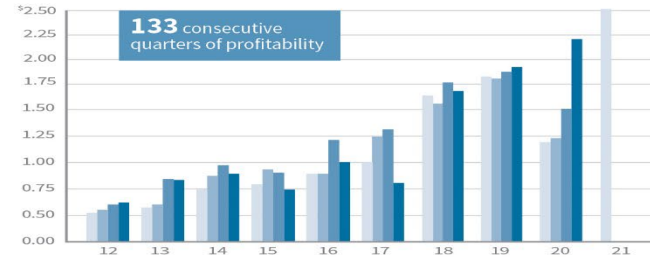
RAYMOND JAMES AT A GLANCE

Raymond James has delivered **133 consecutive quarters of profitability**. We credit much of this performance to the firm's client-first perspective and adherence to its founding core values of **professional integrity, advisor independence, and a conservative, long-term approach to investing.**

BY THE NUMBERS

- ▶ Approximately **8,300** financial advisors
- ▶ Approximately **\$1.09 trillion** in total client assets
- ▶ More than **2x** required total capital ratio
- ▶ A-, **stable outlook credit rating** (Fitch)

STRENGTH AND STABILITY – Diluted quarterly earnings per share



DID YOU KNOW?

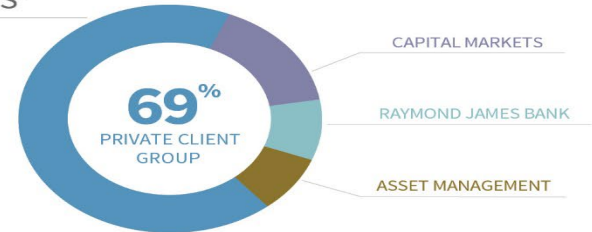
Continuing its tradition of giving back, Raymond James and its associates donated to charitable organizations in 2020, including **\$6.7 million** to the United Way and more than **\$2 million** to communities across the country to aid those impacted by COVID-19.

The firm also reaffirmed its pledge to address racial equality, financial literacy and empowerment among the Black community with a commitment of \$1.5 million to 12 organizations across 10 U.S. markets.

A DIVERSIFIED SET OF BUSINESSES*

Total \$7.9 billion

Total net revenue shows fiscal year data ending Sept. 30, 2020.



As of 3/31/2021. Past performance is not an indication of future results. The information provided is for informational purposes only and is not a solicitation to buy or sell Raymond James Financial stock. A credit rating of a security is not a recommendation to buy, sell or hold securities and may be subject to review, revisions, suspension, reduction or withdrawal at any time by the assigning rating agency. Raymond James Bank is an affiliate of Raymond James & Associates, Inc., and Raymond James Financial Services, Inc. © 2021 Raymond James & Associates, Inc., member New York Stock Exchange/SIPC. © 2021 Raymond James Financial Services, Inc., member FINRA/SIPC. Investment products are: not deposits, not FDIC/NCUA insured, not insured by any government agency, not bank guaranteed, subject to risk and may lose value. 21-BDMKT-5014 TA 5/21

* Charts are intended to show relative contribution of each of the firm's four core business segments. Dollar amounts do not add to total net revenues due to "Other" segment and intersegment eliminations not being depicted. Other includes the firm's private equity activities, as well as certain corporate overhead costs of Raymond James Financial including the interest cost on our public debt.

ABOUT RAYMOND JAMES (USA) LTD.

Raymond James (USA) Ltd. “RJLU”



- Canadian subsidiary of Raymond James Ltd.
- U.S. registered investment firm
- Approved exemption from registration in Canada
- Specialized investment solutions to Americans living in Canada and Canadians living in the U.S. or their beneficiaries
- Maintain professional networks to assist with planning, taxation, and legal services as required



Crossing Borders Business Model:

Raymond James Ltd.

Canadian Residents

Individual and Joint taxable accounts

Corporate

Trusts

Both US and Canadian Residents

RRSP, RIF

(US Resident Snowbird exemption)



Raymond James USA) Ltd.

US Residents

Individual and Joint taxable accounts

Corporate

Trusts

Both US and Canadian Residents

IRA, 401K and other eligible US retirement programs

UNIQUE CLIENT SOLUTIONS

CANADIAN RESIDENT WHO MOVES FROM THE UNITED STATES WITH A 401K OR IRA

June and Fred

U.S. Citizens

Ages 55 and 58 move to Canada for Fred's new employment opportunity.

Both have IRAs and Fred has a 401K.

Their primary concern is that their current U.S. broker-dealer has sent them a letter saying that they are not registered with the Canadian Securities Commissions and they are no longer able to service their investment accounts.



CANADIAN RESIDENT WHO MOVES FROM THE UNITED STATES WITH A 401K OR IRA

Possible Solutions to Consider

1. Liquidate the retirement accounts and pay penalties, taxes and transfer to a Canadian based cash account
2. Liquidate the retirement accounts and pay penalties, taxes, and roll into an RRSP account
3. Make arrangements with another broker-dealer



CANADIAN RESIDENT WHO MOVES FROM THE UNITED STATES WITH A 401K OR IRA

Raymond James USA Ltd. Solution

- Our firm operates under an approved exemption from registration in Canada because our advisors are securities licensed in both the U.S. and Canada
- Set up an IRA Rollover account using the Canadian resident address
- Transfer all current assets in-kind to the new IRA account
- Set up RRSP and Cash accounts etc. for continued execution of the long-term financial plan



PROFESSIONAL HOCKEY PLAYER WHO GETS TRADED FROM A CANADIAN TEAM TO THE U.S.

John

Canadian Citizen

Age 32 and is traded from a Canadian NHL team to a United States NHL team.

John has a sizable cash account from his successful NHL career.

The client's primary focus is having a successful transition to his new team and playing hockey.



PROFESSIONAL HOCKEY PLAYER WHO GETS TRADED FROM A CANADIAN TEAM TO THE U.S.

The client is usually given the same 2 choices when they become a U.S. resident similar to the previous case study.

1. Make arrangements with another broker-dealer to transfer all cash and securities or
2. The client's account becomes restricted to liquidation, distribution or transfer instructions only.



PROFESSIONAL HOCKEY PLAYER WHO GETS TRADED FROM A CANADIAN TEAM TO THE U.S.

Raymond James USA Ltd. Solution

- Advisors securities licensed in both the U.S. and Canada
- Set up a U.S. cash management account which provides an account that has a:
 - Checks
 - Visa Debit card
 - Bill Pay
 - Securities
- Transfer all exchange-listed securities in-kind (mutual funds and GIC's are problems)
- Continue to manage the relationship like nothing happened

If the client moves back to Canada after his career is done, we would simply transfer the assets back in-kind to our Canadian platform.



UNITED STATES RESIDENT INHERITS CANADIAN DOLLARS FROM A CANADIAN FAMILY MEMBER

Jan

U.S Canadian Citizen

Age 57

Jan's dad, a successful businessman, passed away in 2015 and inherits \$10 million CDN\$, January 2016.

The client's primary concern is that the CDN FX rate is 1.4305 at the time of her inheritance and no U.S. firm she has spoken to can offer a Canadian Dollar investment solution.



UNITED STATES RESIDENT INHERITS CANADIAN DOLLARS FROM A CANADIAN FAMILY MEMBER

Possible Solutions to Consider

1. Do nothing and leave the funds in a Canadian bank account
2. Convert the funds to USD and setup a investment account at a US brokerage firm.
3. Find an advisor that offers a multi-currency investment platform and can work with a U.S. resident



UNITED STATES RESIDENT INHERITS CANADIAN DOLLARS FROM A CANADIAN FAMILY MEMBER

Raymond James USA Ltd. Solution

- Advisors securities licensed in both the U.S. and Canada
- Set up a U.S. multi-currency cash management account (currently 50 different currencies available) and also includes:
 - Checks
 - Visa Debit Card
 - Bill Pay
 - Securities US or Canadian
- Wire transfer the CDN dollars to the new multi-currency account
- Set up a conservative CDN\$ investment solution using individual Canadian stocks and bonds.
- Converted \$250,000 day 1 for debts, living expenses etc. and look for additional opportunities in the future to convert more Canadian dollars at favorable FX rates.



CORPORATE EXECUTIVE WHO GETS RELOCATED FROM CANADA TO THE U.S.

John

Canadian Citizen

Age 52 and is transferred from Canada to the United States.

John has a sizable investment account, RRSP, Group RRSP, and bank account from his successful corporate career.

The client's primary focus is having a successful transition to his new home and role.



CORPORATE EXECUTIVE WHO GETS RELOCATED FROM CANADA TO THE U.S.

The client is usually given the same 2 choices when they become a U.S. resident similar to the previous case study.

1. Make arrangements with another broker-dealer to transfer all cash and securities or
2. The client's account becomes restricted to liquidation, distribution or transfer instructions only.



CORPORATE EXECUTIVE WHO GETS RELOCATED FROM CANADA TO THE U.S.

Raymond James USA Ltd. Solution

- Advisors securities licensed in both the U.S. and Canada
- Set up a U.S. cash management account which provides an account that has a:
 - Checks
 - Visa Debit card
 - Bill Pay
 - Securities
- Transfer all exchange-listed securities in-kind (**mutual funds, TFSAs, RESPs, RDSPs and GIC's are problems**)
- Continue to manage the RRSPs in Canada

If the client moves back to Canada after his career is done, we would simply transfer the assets back in-kind to our Canadian platform.



OTHER BENEFITS

U.S. Tax Reporting for U.S. Persons in Canada

Raymond James Ltd.

Provides the following U.S. tax receipts for the U.S. Person in Canada

- Form 1099-B – reports proceeds and costs for security dispositions
- Form 1099-DIV – reports dividend, trust, and non-U.S. partnership income
- Form 1099-INT – reports interest income
- Form 1099-MISC – reports miscellaneous other income

The Internal Revenue Service requires Raymond James to issue U.S. tax receipts to U.S. non-exempt recipients (U.S. trusts, U.S. citizens, U.S. residents, and U.S. green card holders) in addition to Canadian tax receipts.

Introductions to Other Cross-Border Professionals

- **Estate Planning Lawyers**
- **US /CDN CPAs**
- **Immigration Attorneys**

Questions?

L.J. Eiben CFP® CIM®
Financial Advisor / Insurance Agent

**Raymond James (USA) Ltd. | Raymond James
Ltd. | Independent Financial Services**

W: 778-298-5941

Schedule a Call:

<https://calendly.com/ljeiben/call>

**Suite 310 – 8029 199th Street |Langley| BC |
Canada | V2Y 0E2**

E: lj.eiben@raymondjames.ca

**For more information,
visit my website:**

www.raymondjames.ca/ljeiben

Member of FINRA/SIPC

DISCLAIMER

Information is from sources believed to be reliable but accuracy cannot be guaranteed. It is for informational purposes only. It is not meant to provide legal or tax advice; as each situation is different, individuals should seek advice based on their circumstances. Nor is it an offer or solicitation for the sale or purchase of securities. It is intended for distribution only in those jurisdictions where RJLU is registered. RJLU, its officers, directors, employees and families may from time to time invest in the securities in this presentation. Securities offered through Raymond James (USA) Ltd., Member-FINRA/SIPC