Client Transition FAQ

Wellington-Altus
Private Wealth

Who is Wellington-Altus Private Wealth?

Founded in 2017, Wellington-Altus Financial Inc. (Wellington-Altus) is one of Canada's Top Growing Companies* and the parent company to Wellington-Altus Private Counsel Inc. and Wellington-Altus Private Wealth Inc.—the top-rated** investment dealer in Canada. With more than $50 billion in assets under administration and offices across the country, Wellington-Altus identifies with successful, entrepreneurial advisors and portfolio managers, and their high-net-worth clients.

** Report on Business 2025 Rankings*
*** Investment Executive 2026 Brokerage Report Card.*

Is Wellington-Altus a Canadian company?

Yes, Wellington-Altus is a proudly Canadian company and operates primarily in Canada. However, through Wellington-Altus USA Inc., a subsidiary of our parent company Wellington-Altus Financial Inc., our advisors have the ability to offer Managed Accounts to U.S. clients or to Canadian clients with U.S. domiciled accounts.

Why are we moving firms?

Your relationship with me and all the members of my team will continue exactly as it always has been. Our move to Wellington-Altus was prompted by our desire to continue to do what we believe is best for you, our clients.

Wellington-Altus offers objective and impartial wealth advice with no sales quotas. Their agile approach to the complex needs of high-net-worth clients, recognizes that wealth management has evolved from selling cookie-cutter solutions, to specialized service and independent advice. At Wellington-Altus, advisors are free to do what is best for their clients, every time.

Wellington-Altus embraces innovation, values the importance of investing in technology, and believes in having the best of what's available for clients and advisors. They have partnered with leading-edge providers to deliver best-in-class technology and platforms, with access to some of the best money management solutions in Canada. Being fully operational with remote access means advisors can seamlessly service clients anytime, from anywhere.

What does this move mean for you?

If you choose to continue your relationship with us, we've made sure that we have done our very best to create a path to make it easy for you.

Your investment advisory team has not changed. We have improved our ability to provide you with the same value-added services including investment advisory, and wealth and estate planning.

With industry-leading technology such as electronic signature capabilities, we can more efficiently process paperwork and mailing activities associated with client profile changes or updates.

For accounts over $50,000, we will also fully reimburse you for transfer fees that may be charged to transfer your accounts over to us, and we can initiate transfers in-kind, so that no taxes are triggered by the sale of securities upon making the move.

You have my commitment to make this transition as easy for you as possible.

Will your assets be safe?

The safety and security of your investments is our top priority.

At Wellington-Altus, you get the best of both worlds: truly independent objective advice with big bank safety. We have rock-solid financial stability with the security of a Schedule 1 bank. You can invest with confidence knowing that National Bank Independent Network (NBIN), a division of National Bank of Canada, ensures the safe custody of all assets and performs back-office services.

To confirm, this is simply a change of custodian and ensures that your investments will continue to be safely held in another of the big six Canadian banks. You can think of it as your assets simply moving from the "vault" of your current provider to the "vault" of National Bank. NBIN supports more than 400 firms across Canada. National Bank has been providing financial services to individuals, corporations, and governments since 1859.

Will your portfolio change if you join us at Wellington-Altus?

No. You will see a different logo on your statement, but my investment philosophy, strategies, management style and disciplined processes remain the same. This environment will only enhance our ability to execute our responsibilities.

Will you need to change your banking relationship?

No. Currently our clients bank at every one of the Big Six Canadian banks, as well as credit unions. Regardless of where you bank, your banking relationship can continue as is.

Are there any tax consequences in moving to Wellington-Altus?

If you choose to continue as a client, your investments will transfer “in kind” as they are now and you will not incur any tax liability or realize any capital gains or losses by moving your portfolio with me. If an asset cannot be transferred in kind, we will reach out to you prior to selling any assets to discuss the tax implications and explore opportunities to offset any taxable gains.

Will you have access to financial and estate planning professionals, and insurance specialists?

Yes, Wellington-Altus has wealth planning professionals to support my practice in addressing your financial, retirement and wealth transfer needs, and are available to collaborate with your tax and legal professionals to ensure your needs and wishes are adhered to.

What are your options?

If you choose to stay with us, your portfolio strategies will remain intact as we continue to manage your wealth and strive for a seamless transition. You will enjoy continuity and convenience while the unique resources of Wellington-Altus will help make your client experience even better.

Alternatively, you may choose to remain with your current firm and change to a different advisor. In this case, a member of the firm will contact you and assign you to another advisor. Whether you choose to use that advisor and/or remain there, is completely your choice.

You may also, of course, choose to go to an entirely different firm.

Whatever your choice, I can assure you that I will do my best to ensure that your interests are protected.