eFileCabinet CUSTOMER SUCCESS STORIES

These Wealth Advisors Make House Calls – with A Dozen Filing Cabinets in their Car

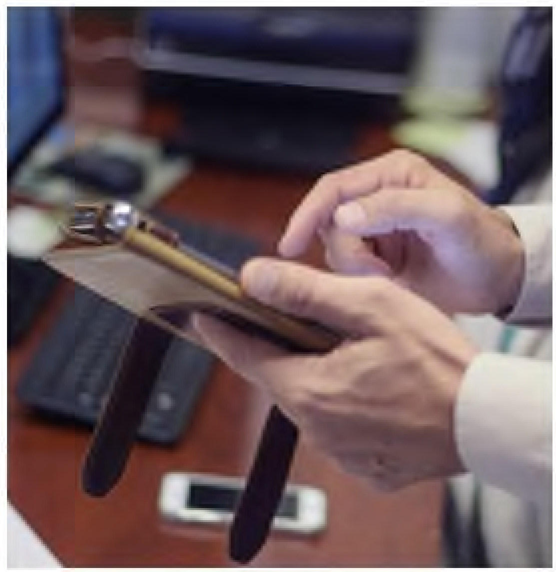
— Oak Bridge Financial, LLC

> **"Since we travel to our clients, we have to be able to get any document at any time. That's the greatest benefit of using eFileCabinet. It's a big deal."**

Larry Boyd | Principal Wealth Advisor

Oak Bridge Financial, LLC is a full service wealth advisory firm based in Houston, Texas. Each of their two partners and two associates specializes in different types of clients, but their primary focus is on money management, financial planning, and protecting clients.

Business is booming and with about 3,500 clients, Oak Bridge Financial stays very busy. Although they work with clients in many states, the Houston market is sizeable. With over 50,000 households with at least $1,000,000 of investable assets, there is a real need for wealth management.



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Keeping Clients Happy with House Calls

If you've ever been to Houston, you know that it's a huge urban area and that traffic can be tricky. This means that not only can clients live 100 miles away and still be in the greater Houston area, but also that a mere 15 miles can be a long, painful drive on congested roads. Hence Oak Bridge Financial's specialty—they make house calls. "People so like us for that," explains co-Founding Partner and Managing Principal Larry Boyd. "Whether we're going to their home or their office, we are mobile and go to our clients."

On a typical day, Boyd spends each afternoon meeting with clients at their office or their home. "I keep my clients happy by making house calls," he says. Having a paperless, completely mobile office is particularly important to Oak Bridge Financial. "Since we travel to our clients, we have to be able to get any document at any time," says Boyd. "That's the greatest benefit of using eFileCabinet. It's a big deal."

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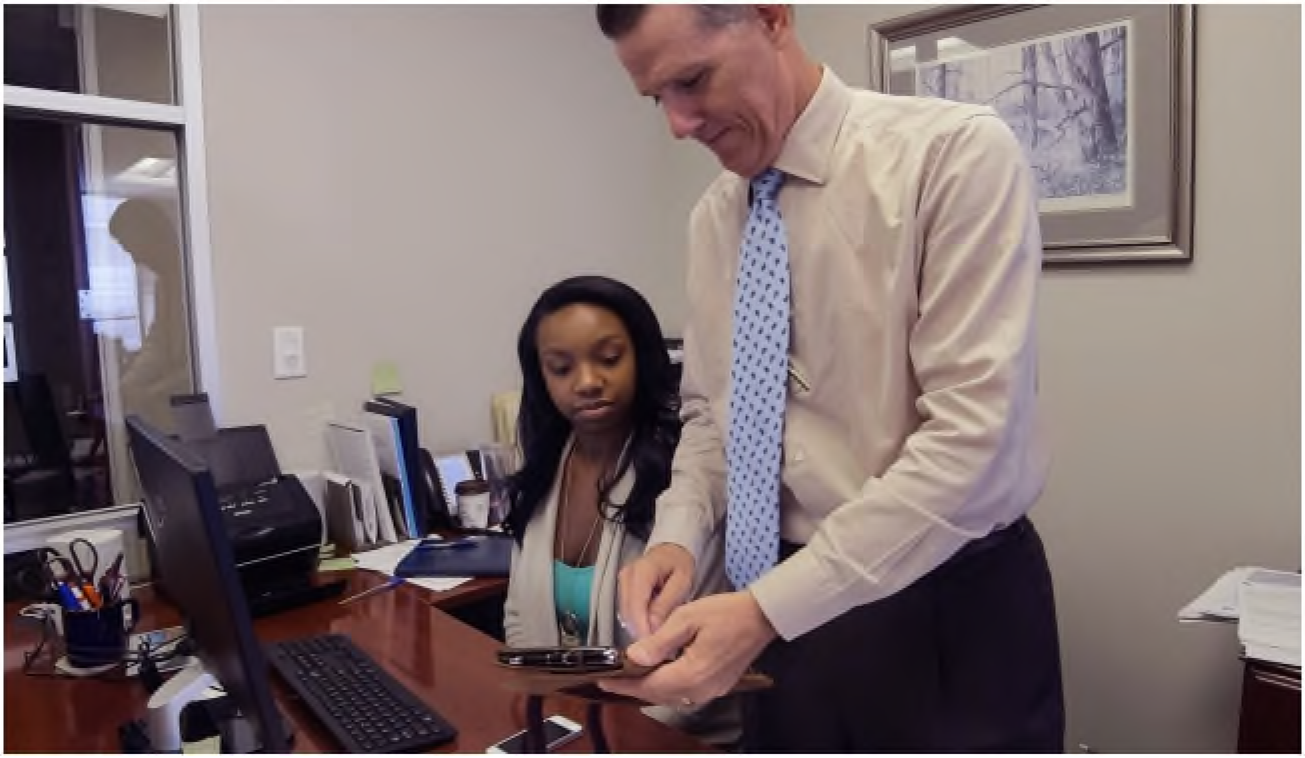
With thousands of files in eFileCabinet, they estimate a savings of at least 12-15 large 4-drawer cabinets. At $40 per square foot, this savings is at least $10,000 per year in space alone.



eFileCabinet has made things very easy for Oak Bridge. When on the road, they carry everything they need—all kinds of paperwork, applications, marketing materials—on one simple iPad. "All of our files are on eFileCabinet. When any application or contract is taken, it is immediately scanned into an 'in process' cabinet, which allows all of us to access the application and associated paperwork at any time."

Oak Bridge also has electronic cabinets for all non-application paperwork, such as contracts and client notes that are not associated with any specific application. All administrative files, such as payroll reports, tax filings, and payment confirmations, are stored electronically as well. With thousands of files in eFileCabinet, they estimate a savings of at least 12-15 large 4-drawer cabinets. At $40 per square foot, this savings is at least $10,000 per year in space alone.

Saving More than Space and Money

Estimating how much they save by having immediate access from almost anywhere is more difficult to calculate. Perhaps the biggest benefit is the ability to pull up original applications, documents, and client notes, especially when there is any sort of question about a policy or an account. “Often when I’m sitting down with a client, and they have a question about a policy or an account, they don’t remember our conversations from last year or years earlier. With eFileCabinet, not only can I look up the current situation, I can go back to the original application and notes and say, ‘Well, you know, originally this is what we discussed.’ That’s a big value.”

Everything is immediately accessible, and potential issues are averted through easy proof of documentation. “I recently met with a client to review their policy. They were concerned that the cash value of their policy was not what they thought it should be, which is not unusual. With eFileCabinet, I was able to pull up the original illustration from several years earlier on my iPad and show the policy was performing as originally planned.” It’s hard to overestimate the value of this immediate access to all documents, without having to carry around bulky files that are difficult to keep organized. “It really helps a client to understand and recall why they made a decision sometime in the past. When they are reminded, they are reassured that they made a good decision.”

The primary reason Oak Bridge Financial switched to eFileCabinet was ease-of-use. "There is little training cost and a short learning curve associated with using eFileCabinet," Boyd says. He goes on to explain that because it has the look and feel of Outlook or Windows Explorer, it is incredibly user friendly. "Pretty much anyone can use it and understand the layout—it's just like a cabinet with drawers, files, etc. We have our own naming process, but even if you didn't know that, you can find any file, regardless of where they are."

Which brings Boyd to another benefit he experiences through eFileCabinet. "The beauty of it is, we all make errors. I may not have put your file in the right drawer, and for some reason I go to the drawer and it's not there. With eFileCabinet's search capability, I can find it, even if it's in the wrong drawer, with just a few clicks. That's pretty hard to do if you've got paper files and 15 full filing cabinets."

Significantly Simplify Compliance

When it comes to compliance and financial advisement, things get complicated. The SEC requires proof that all documents are stored without ability to be altered, deleted, or lost for up to 8 years. "On our old system, every quarter we had to create a DVD and keep it safe for years. Once we were on eFileCabinet, we no longer had to worry about that. They keep us SEC compliant. This removes a whole process we had to do every quarter—we no longer download those files and burn a DVD. eFileCabinet simplified compliance significantly."

"I can say we are thrilled with eFileCabinet and always recommend it to other agents and advisors. I love showing them how easy it is."

With some of the very best wealth advisors in the industry, Oak Bridge Financial, LLC is top-notch at what they do. And thanks to eFileCabinet, they're able to do it all while being completely mobile. Larry Boyd sums it up: "I've been doing business in Houston for 25 years. There's a big need for people to understand personal wealth management and for wealth advisors to understand people. We look at every account every week. We are long-term focused. We don't chase returns. Most of our clients are more interested in managing their risk than trying to beat their golf partner with their rate of return. eFileCabinet is one of the things that makes what we do a lot easier. I can say we are thrilled with eFileCabinet and always recommend it to other agents and advisors. I love showing them how easy it is."

Thank you for being a loyal customer:

Oak Bridge Financial, LLC

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