

Independent Registered Investment Advisors get New Negotiated Pricing for Computer Hardware, Office Space, and other Services through TD Waterhouse



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New Pricing is Part of Expanded Program for Advisors in Transition

NEW YORK, Nov. 10, 2005 - TD Waterhouse Institutional Services announced today that it is extending the benefits of new corporate buying relationships to Independent Registered Investment Advisors (RIAs). Negotiated pricing with leading suppliers like Lenovo, previously IBM's personal computing division, and the Regus Group, a global office space provider, are being extended to all RIAs on the TD Waterhouse platform.

These additional suppliers join the already robust selection of business partners offering discounts on end-to-end insurance, compliance, technology solutions, marketing and other services. The additions coincide with the expansion of the TD Waterhouse Advisors in Transition Program. This program assists advisors at independent and full-service brokerage firms with their transition to the Independent RIA model.

"Access to products and services at rates established through our parent company, TD Bank Financial Group, is particularly valuable for advisors who are transitioning," said J. Thomas Bradley, Jr., president of TD Waterhouse Institutional Services. "We realize that setting up one's own practice is a complex and sometimes costly process, so access to prices normally only available to large corporations is a huge benefit."

TD Waterhouse has also strengthened its internal resources to ensure these advisors receive exceptional support at all stages of their transition. The program offers an enhanced personal-consulting service that provides brokers with customized business solutions, including setting up business-critical technology that enables them to start their new practice with ease.

"Our Solutions Consultants assist advisors throughout the transition, beginning with a needs-analysis and progressing to the set-up of technology and services," said Brian Stimpfl, senior vice president of Business Solutions at TD Waterhouse Institutional Services. "Most importantly, after the initial set-up, we provide continuous support for the advisors in an ongoing relationship."

"TD Waterhouse's program is designed specifically to help advisors evaluate whether or not to go independent, and then provide strategic guidance at every step during that transition," said Derek J. Bruton, senior vice president and national sales manager at TD Waterhouse Institutional Services.

About TD Waterhouse's Advisors in Transition Program:

TD Waterhouse offers the only end-to-end solution for advisors at independent and full-service brokerage firms transitioning to the Independent RIA model. Program highlights include:

- **Dedicated Sales Specialists:**
These individuals work with advisors from the outset to guide them through the transition process and design a customized strategy to launch their practice. TD Waterhouse Sales Specialists have years of experience and are specifically trained in taking advisors through the critical steps to make the transition to the fee-based RIA model.
- **Solutions Consultants:**
These individuals are there to suggest customized business and technology solutions and provide ongoing support.
- **Advisor Tools:**

- **"Your Road Map to Independence,"** prepared by industry research firm Moss Adams, a thorough step-by-step guidebook outlining the best practices of advisors who've successfully made the transition to an independent RIA.
- **"Transition Assistant,"** an online tool that estimates the initial start-up costs and balance sheet information.
- **Web Training Sessions,** a series of confidential Web-based interactive presentations designed to answer questions and guide advisors through the steps needed to go independent.

For more information or to contact a TD Waterhouse Sales Specialist, call 1-800-444-6100 or go to <http://www.tdwaterhouseinst.com/goindependent/breakaway.htm>.

Technology from Lenovo:

TD Waterhouse advisors now have access to the global buying relationship between TD Waterhouse's parent, TD Bank Financial Group and Lenovo. For example, advisors can purchase ThinkPad notebook and ThinkCentre desktop PCs from Lenovo at rates established through TD Bank Financial Group. Advisors can also take advantage of the world-class security, innovation, and performance of Lenovo personal computing solutions through a customized Web site. In addition, an IBM team of professionals is available to assist advisors with other technology solutions including software and services.

Office solutions through Regus Group:

To help advisors with the crucial task of finding and setting up office space, TD Waterhouse has secured specialized pricing with the Regus Group, the global market leader in providing professional workplaces, with more than 300 locations in the US alone. By delivering cost-effective offices and meeting rooms on flexible terms, advisors gain the ability to create a workplace plan that can quickly adapt to their changing needs. Whether advisors are looking for short-term or permanent space, Regus will provide fully furnished offices including high-speed Internet connectivity, state-of-the-art telecoms, and secretarial support.

About TD Waterhouse Institutional Services

At TD Waterhouse Institutional Services, we are fully committed to the individual success of each advisor relationship. At every touchpoint - from our cutting-edge technology platform to our world-class customer service, from our smooth account integration process to our value-driven pricing, TD Waterhouse Institutional Services adds exceptional value to both advisors and their clients. TD Waterhouse Institutional Services provides comprehensive financial services to 2,600 fee-only and fee-based independent financial advisors and is a division of TD Waterhouse Investor Services, Inc. (member NYSE/SIPC), a subsidiary of TD Waterhouse Group, Inc. For more information, please visit www.tdwaterhouseinst.com.

About TD Waterhouse

TD Waterhouse Group, Inc., provides investors and financial advisors with a broad range of brokerage, mutual fund, banking, and other consumer financial products. Worldwide, TD Waterhouse currently has 3.2 million active customer accounts. TD Waterhouse is a wholly-owned subsidiary of The Toronto-Dominion Bank (NYSE/TSE:TD) and part of TD Bank Financial Group. For more information please visit www.tdwaterhouse.com.