

# ALPAToolbox

## Premier Investment Services Available Through Schwab

By F/O Ken Binder (FedEx Express), Chairman, ALPA Retirement & Insurance Committee

Anticipation is a crucial aspect of flight preparation—envisioning what you will need and taking the necessary steps to ensure that you’re adequately prepared. Planning for your financial future, outside the cockpit, is just as important. That’s why ALPA, several years ago, enlisted Charles Schwab & Co., Inc., to serve as the Association’s preferred financial services provider.

To keep you better informed about what’s available, and what’s on the horizon, Schwab recently unveiled a new website at [www.schwab.com/alpa](http://www.schwab.com/alpa) dedicated to our members. Multiple pages explain the many options you have as an ALPA member.

All ALPA members can contact Schwab service representatives through a dedicated, ALPA members-only toll-free number or by going to any Schwab investor center.

In addition to talking with Schwab reps, ALPA members can request a no-fee consultation with Schwab Executive Services Financial Consultants—some of Schwab’s most experienced consultants.

As an ALPA member, you have access to them whether you’re just beginning your flying career and want to know the best way to save your first dollar or you’re nearing retirement with all the questions

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that go with transitioning to life on the ground.

From Schwab professionals, you can receive recommendations for pre-retirement and retirement planning, wealth management strategies, and tips for saving for a college education. You can review and discuss possible service or product solutions for portfolio management, trust and estate services, retirement income, and insurance needs—and get suggestions for investing in equities, fixed-income products, exchange-traded funds, and more.

If you’re interested, you can get an even higher level of personal investment account service with Schwab Managed Portfolios. You’ll work with a professional to choose a diversified portfolio that fits your needs. You can get this service free of charge for one year. Regardless of the level of consultation you might have with Schwab or the size of your account, ALPA members get online stock and option trades at a \$6.95 per trade commission rate, one of the lowest rates in the financial services industry.

One additional item of note is the banking arm of Schwab, which offers banking and lending services—including high-interest checking and savings accounts. You also have access to mortgages and home equity lines of credit at competitive interest rates.

The bank is integrated with the investing side, providing you with the ability to receive statements and have Internet access to all your brokerage and banking accounts on a combined basis.

One thing that is a great fit for us, as pilots, is the ability to use any ATM in the world without paying transaction or currency fees. If another bank charges you a fee, Schwab refunds the fee.

Stay tuned to upcoming issues of *Air Line Pilot* for articles that highlight the benefits of ALPA’s preferred-provider relationship with Schwab—including educational pieces from Schwab that we think might interest you. If you’d like more educational articles, visit [www.oninvesting.schwab.com](http://www.oninvesting.schwab.com) to access Schwab’s *On*



*Investing* magazine.

Everyone’s financial needs are different—my goal is to make sure that you’re informed about the benefits of ALPA’s arrangement with Schwab. If you find it’s right for you, take full advantage of it. Call Schwab’s ALPA hotline at 877-648-4719, identify yourself as an ALPA member, and find out how you can get started.

If you’re interested in combining a current Schwab account with the services available through ALPA, you can choose to continue working with your current investment professional. It’s completely up to you.

We welcome your feedback about our arrangement with Schwab and the other work we do. Please visit our committee page on the members-only site of [www.ALPA.org](http://www.ALPA.org). Help us help you take full advantage of your ALPA membership. 🌐