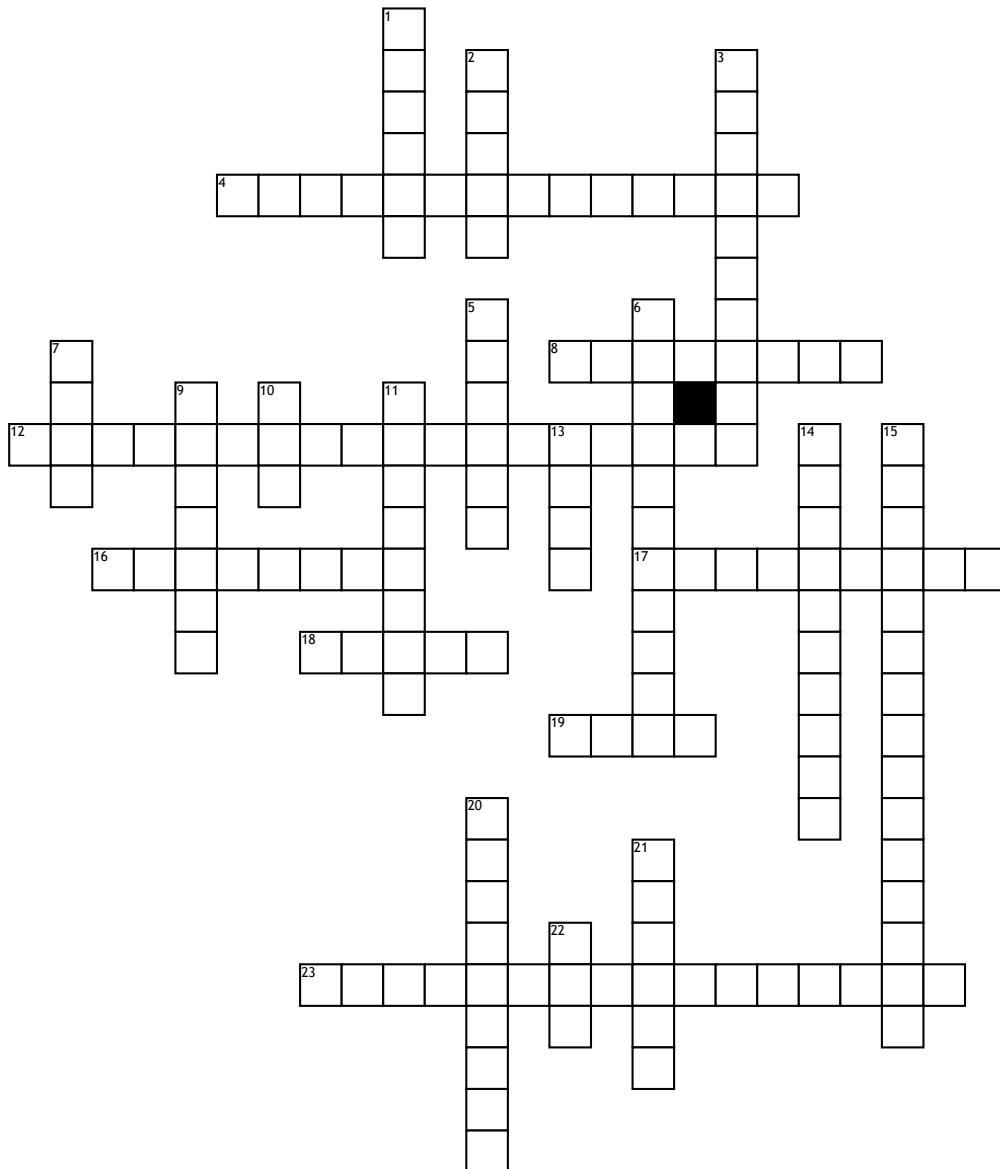


Name: _____

Date: _____

WISD Sales Resource Team - Knowledge Check!



Across

- 4. Business Line where SRT falls
- 8. Upcoming replacement for WebFolio
- 12. Define Acronym: FLOD
- 16. The goal of the _____ program is to drive employee engagement through recognition of our brand behaviors
- 17. Level One source that all NFPs will report to
- 18. Number of legal entities in the M&T/WT corporate structure
- 19. Head of U.S. WAS Markets

Down

- 1. Head of Retirement Business
- 2. Head of M&T Securities
- 3. Content Library
- 5. Chief Diversity Officer
- 6. System to run WAS sample portfolios
- 7. Discretionary Investment Advisor
- 9. Head of Institutional Custody
- 10. Tony Roth
- 11. System to run Fixed Income sample portfolios

- 13. SPC requires ___ business days for review and approval
- 14. Legacy Wilmington Trust CRM system
- 15. The timeframe the SRT Policies and Procedures state that a call should be set up to discuss opportunity from time of receipt
- 20. Location of WTIA Headquarters
- 21. M&T Bank Corporation has \$120.9 billion in _____ (as of 6/30/17)?
- 22. Business Line where the Insurance Agency reports