

WEALTH ADVISOR

For the financial planning professional advising high-net-worth clients

onwallstreet

Lesson Plans

Given the constant media barrage of bad news, the stock market uncertainty and our clients' understandable worry about not being able to retire, it's hard to imagine anything positive coming from the most recent economic downturn. But if we look through a different lens, is there anything positive we can take away from this time of turmoil? How can we learn, or better yet, how can we help our kids learn from this? By helping your clients transfer their own financial wisdom to their children, you can create a new generation of responsible investors. →

Soft Landing

Advisors may have started to defect from Wall Street before last year's tumultuous unraveling, but the financial and legal turmoil of 2008 appeared to turn a trickle into a flood. When evaluating this shift, however, it's apparent that most Wall Street refugees are taking measured steps toward independence by joining an independent broker-dealer, rather than launching a registered investment advisory practice on their own. →

Filling the Gaps

Clients who own small businesses are likely to face problems in this uncertain economy, and financial planners can help address at least some of their issues. Business owners who once thought they had their capitalization and cash-flow needs under control may now be facing yawning gaps. Company valuations have fallen, which can wreak havoc with succession and estate plans. Advisors may be able to help clients gain access to capital, as well as funding for business continuity and succession plans. Moreover, they can perform more orthodox tasks, such as helping clients review their retirement and estate plans. Here are some ways to help. →

The Lure of Independence

Wirehouses have gone through unprecedented change, and now advisors who never considered leaving are weighing all their options. With the wirehouses buckling under the heat of the economic meltdown and ownership of the once mightiest brokerage firms changing hands, more and more wirehouse advisors are giving independent firms a very careful look. Of the roughly 15,000 advisors leaving national full-service brokerage firms annually, 4,275 of them choose a form of independence. →

Spring Cleaning

Now is the time to get your own financial house in order. As a financial advisor, you're probably quite adept at formulating investment plans and managing relationships, so your clients remain on a disciplined track for achieving their most important goals. But when it comes to achieving your firm's most important goals, you probably don't take the same approach to implementing an effective financial system or applying the same vigorous discipline to ensure that you and your business remain on track. A good financial system will provide you with important context around your raw financial data, letting you make informed decisions about every aspect of your business. →

UPCOMING EVENTS

COACHING SESSION

[Blueprint for Becoming a Multimillion-Dollar Financial Advisor](#)

July 14, 2009, 4:00 PM - 5:00 PM

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