



THE ROUNDTABLE SERIES

BEACON STRATEGIES, LLC



2023 STATISTICS

of Roundtables:

6

Focus:

- Compliance
- Operations
- Practice Management
- Investments
- Marketing & Recruiting
- Leadership

Content Focus:

Our desire is to bring enterprise wealth firm's together with solution/product partner's deep diving into existing business centric challenges.

Our format enables greater exploration and dialogue between our attendees bridging the gap between needs and solutions. We encourage a conversation among many versus only a few.

Attendees (Number of):



Wealth Firms

118



Partners

48



C-Suite

73%

Case Studies:

24

Breakout Sessions:

24

Community Questions:

185

WEALTH FIRMS



PARTNERS



TOP NINE TAKE AWAY SUMMARY



Roundtables:

- 1. Compliance:** Processes to support SEC and FINRA requirements. Workflows to help with regulatory fatigue. Cybersecurity practices.
- 2. Operational Excellence:** Streamline onboarding new advisors. Advisors at decision-making table. End to end new account opening processes.
- 3. Innovators:** Artificial intelligence uses, Tools and best practices for all. Data driving / impacting ROI – process to capture “right data.” Clients expect elevated experience and firms trying to keep up.
- 4. Investments:** Behavioral changes required for successful adoption. Due diligence solutions. Investment expense oversight processes.
- 5. Marketing & Recruiting:** Marketing & Communications are a major priority. Successful marcom blends digital and personal touch. Data hygiene cornerstone for digital marketing. Advisors need brand identities and shifting focus from actions to results.
- 6. Roundtable:** Driving operational efficiencies and improve data quality critical for advisor and investor satisfaction. Strategic tools sets that leverage automation and business intelligence are key requirements for technology stack going forward. Shotgun marketing is not effective and has limited ROI.



Excellent opportunity to connect with peers, examine industry challenges in a risk free environment, and share best practices and learnings.”

“This was one of the more engaged roundtable discussions I’ve been a part of. Lots of viewpoints and everyone participated. Great pace.”

“Good group of diversified professionals. Very open and honest dialogue sharing ideas, frustrations, etc., all while focused on making their offering stronger, supporting advisors and serving end clients.”