



THE ROUNDTABLE SERIES
BEACON STRATEGIES, LLC

The Art of Compliance Roundtable

MARCH 8 - 10, 2023
NEW ORLEANS, LA

*Thank you for a
terrific Roundtable!*



TOP NINE TAKEAWAYS

1. The data narrative has changed from only thinking about integrations and gathering to management and ongoing data purging.
2. Both wealth and solutions firms are struggling with the weight of the work burden that the SEC and FINRA solution partner and product due diligence have placed on them.
3. Wealth firms hire outside auditors to help to offset the workload/travel on internal employees. Firms are hiring "internal consultant only" teams that leverage seasoned compliance experts dedicated to the firm. They bring different knowledge and experiences but do not always understand company policies and procedures.
4. Firms are experiencing regulatory fatigue. Ensuring all business entity "owners" (sales/marketing, operations, and leadership, as examples) are at the table and buy into the new regulatory rule, process, and education plan and co-message to aid in the buy-in and acceptance.
5. Independent firms are struggling with downstream cyber security exposure of their representatives; firms are looking to change thinking from using the stick to the need for reporting speed.
6. Wealth firms are struggling to find new hires. Applicants seek a transparent culture that aligns with a firm's mission, vision, and values. Furthermore, applicants want to join a firm with a growth trajectory.
7. When looking for an SEC marketing rule framework, firms must weave policy, process, and technology together with a solid educational framework. A following-generation framework can incorporate disclosures, artificial intelligence (bot scrubbing), and a content library.
8. Wealth firms work with advisors on adding additional products to the firm's tech stacks and product shelves. Firm documenting processes, including "boots on ground" visits, and charging advisors for oversight are a new reality these days.
9. Wealth firms and solution providers face across-the-board challenges in the fast-changing wealth industry. Listening and learning from new and old "friends" experiences (new technology solutions, processes, workflows, etc.) is invaluable. This group appreciates a safe space to be vulnerable and honest with their struggles/challenges.

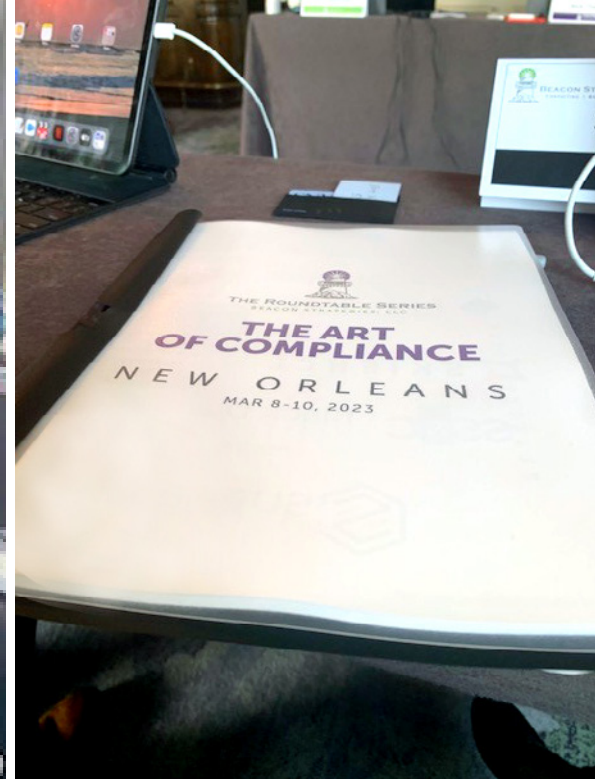


ATTENDEES



PARTNERS





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