



THE ROUNDTABLE SERIES
BEACON STRATEGIES, LLC

INVESTMENT PRODUCTS, RETIREMENT, & FIDUCIARY

D E N V E R C O

SEPTEMBER 20-22, 2023

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Thank You to Our Partners

asset+map



ENVESTNET



Fidelity
INVESTMENTS®

SS&C



AGENDA

Wednesday, September 20th

**5:30pm-8:30pm New and Old Friends Reception / Dinner
(The Deck)**

Thursday, September 21st

7:30am-8:15am Morning Nourishment (Fireside West Patio)

8:30am - 8:45am	Opening Comments and Introductions (Blueball Ballroom)
8:45am - 9:20am	Case Study: Direct Indexing
9:20am - 9:30am	Community Questions
9:30am - 9:40am	Partner Challenge - asset+map
9:40am - 10:15am	Case Study: Future of Rep as PM
10:15am - 10:25am	Community Questions
10:25am - 10:35am	Partner Challenge: Investnet

10:35am - 10:50am Break

10:50am - 11:20am	Breakout Sessions: Investment Expense Oversight and Trends in Due Diligence
11:20am - 11:30am	Community Questions
11:30am - 11:40am	Partner Challenge: Fidelity Investments
11:40am - 11:50am	Community Questions

11:50am - 12:50pm Lunch

12:50pm - 1:25pm	Case Study: Investing in Retirement
1:25pm - 1:35pm	Partner Challenge: SS&C I Black Diamond
1:35pm - 2:10pm	Case Study: Role of Alternatives



A G E N D A

2:10pm-2:40pm

Break

2:40pm - 3:10pm

Breakout Sessions: Managed Account Workflow and Client Reporting

3:10pm - 3:30pm

Beacon Roundtable Wrap Up

5:30pm - 10:00pm

Closing Dinner at Hangar Club of Denver
hangarclub.co

 **HANGAR CLUB**
DENVER



ATTENDEES



Joe Black



Judson Forner



Kristin Bonno



JoAnne McKelvey



Oliver Gooden



Kurosh Golchubian



Liz Legacy



Steve Mills



Jason Nicastro



Susie Peck



Dean Rager



Ben Tiller



ATTENDEES



Rich Whalen
Equity Services
Incorporated®



Zach Christopher
HIGHTOWER



Jason Inglis
SOWELL
MANAGEMENT

PARTNERS



Eric Hewitt
SS&C



Brian Justice
SS&C



Matthew Tripp
ENVESTNET



Mike Ferraro
ENVESTNET



Mike Hemmert
asset+map



Chris Lebo
Fidelity
INVESTMENTS

HOSTS | BEACON STRATEGIES, LLC



Chip Kispert
Founder & Managing Partner
beaconstrategiesllc.com
ckispert@beaconstrategiesllc.com



Sarah Fisher
Chief of Staff
beaconstrategiesllc.com
sarah_fisher@beaconstrategiesllc.com



Ron Fiske
Head of Consulting
beaconstrategiesllc.com
rfiske@beaconstrategiesllc.com



Providing useful knowledge to the community is a core value of our mission. Our roundtables use case studies so groups of wealth management and solution provider executives can explore emerging solutions to critical issues, collaborating to identify obstacles and opportunities.”

- Beacon Strategies, LLC

CASE STUDIES

DIRECT INDEXING

Presenter: **Dean Rager**
COO

Firm:  **Geneos**
WEALTH MANAGEMENT, INC.

Big Question:

For years, the big shiny object within the Advisory and Wealth Management business was the Unified Managed Account. There were people talking about the UMA and UMH for at least 15 to 20 years before it became widely adopted. The new version of this trend may be Direct Indexing. The appeal of individual tax lot ownership of index components holds the promise of greater transparency, tax efficiency and reduced fees. Where do you see Direct Indexing going? Will it take as long to be widely adopted, or, potentially, not adopted?

Preparer Perspective:

Big shiny object is the perfect description for this “product”. IMHO this is but another way to try and increase fees from a passive index that has proven over the past few decades to outperform an active style of management. I suspect this will be proven with this concept as well. With only a handful of stocks leading way in the S&P for example how will owning the other 450 stocks at amounts so small as to be only good for CPA’s doing the tax returns and charging by the hour.

Firm Action Steps:

We do not offer this “product” although I have seen recently a unique method using only 11 ETF to mimic direct indexing without the tax preparing nightmares.

The Wins:

One more product to offer clients, I guess. But the vast majority of clients are not sophisticated enough to entertain these offerings.

CASE STUDIES



The Unexpected:

The seeming robust adoption of these offerings. I am seeing companies who manufacture these “products” being purchased by the larger banks.

What Does the Future Look Like:

A lot like yesterday. But honestly, I know everyone will continue to try and build better mouse traps and I am sure we are days away from some one touting AI built portfolios that will be second to none.

Follow up Questions:

1. If you offer this product, how do you accomplish the following:
 - A. Supervise the index personalization (the rationale for the selection and the documentation of the recommendation)
 - B. Do you audit the Index providers performance numbers (in light of the SEC advertising rule) also how many custom indexes are offered? If truly custom, is it unlimited? Again, how to supervise?
 - C. What is a reasonable cost for the service?
 - D. Has anyone verified the tax efficiency in practice not theory?

CASE STUDIES

FUTURE OF REP AS PM

Presenter: **Liz Legacy**
Chief Compliance Officer

Firm:  **CUSO FINANCIAL / SORRENTO PACIFIC** Member FINRA/SIPC
Atria Companies

Big Question:

Wealth Management professionals have marketed themselves as Portfolio Managers for many years. This practice continues despite the fact that underlying performance of these advisors can vary widely from established benchmarks and professionally managed products. What is the future of Rep as Portfolio Manager as an offering by Independent Broker/Dealers? Do you see this business growing or shrinking? Is this business model inconsistent with the increasing focus on Financial Planning as the leading capability offered by Advisors?

Preparer Perspective:

- Endless balancing act of competing priorities and at times conflicts
- Balancing performance, practice management, research, portfolio management, time, best interest, and more
- Homegrown/DIY portfolio construction and investment of client's assets vs. leveraging profession portfolio managers

Firm Action Steps:

- Focused on Client Engagement, Education, and Evaluation
- Evaluating tools, resources, and asset managers to add to the platform based on industry trends and regulatory scrutiny.

The Wins:

We are focused on the client/user experience within our proprietary environment and are always seeking enhancements and updates to our platform to increase client engagement and stickiness to our financial professionals beyond traditional portfolio management by expanding financial planning functionality, educational resources, webinars on various market updates and topics focused on foundations of financial planning, such as estate planning, insurance planning, education planning, etc. We also offer many options for TPAMs to provide options to our financial professionals to focus on the relationship side of their book of business which ends up being the key driver in differentiation.

The Unexpected:

The increase in regulation, uncertain geopolitical economic environment, advances in AI/technology, and overconfidence in do-it-yourself mentality has made clients/investors reevaluate the management of their assets with financial professionals, third party asset manager, robos, and even with themselves. The human connection and continued shift towards financial planning has made the client/professional relationship more important than ever to provide differentiation in a marketplace that at times is focused on the returns. People are valuing the connection and personalization of holistic financial planning and working closely with some that knows who they are and what goals they are looking to achieve.

What Does the Future Look Like:

The future will look different. Financial professionals will adapt to the divide and conquer methodology of creating practices that either have teams that do what they do best (client relationships, portfolio management, operations, etc.) or partnering with other firms and individuals that do those functions. The traditional rep as PM model will evolve beyond chasing returns and shifts towards what goals clients are looking to accomplish and finding managers with the performance and backing to get them there.

Follow up Questions:

1. What could be the key differentiators in the future for rep as portfolio manager?
2. What challenges may cause client engagement to falter?
3. How will technology and tools come into play for the evolution in this space?
4. How will the behavioral psychology come into play?

CASE STUDIES

INVESTING IN RETIREMENT

Presenter:

Rich Whalen

Vice President, Technology Strategy & Execution

Firm:



Big Question:

One of the biggest challenges, and opportunities, in the Wealth Management industry is how to invest on behalf of the wave of retiring Baby Boomers, and soon to be Generation X'ers. How will firms approach the need to combine the dual growth and income needs of retirees? Does the fact that most retirees are overallocated in equities (70 + %) cause any concern amongst Broker/Dealers? How will investment technology firms and asset managers support the complex needs of this upcoming cohort of new retirees, many of whom may live well into their 90s?

Preparer Perspective:

- Creating income will be increasingly important
- Robust planning and stress testing age and market conditions are imperative
- Need broader adoption of deaccumulation strategies and tools (4% rule is not enough)
- Work with clients to build healthy financial wellness habits prior to retirement
- Rise in RILA/Hybrid Annuities an interesting approach to securing income

Firm Action Steps:

- Continue to monitor individual client's risk tolerance with their portfolio
- Educate advisors on benefit of financial planning and long-term investing. A client in their early 70s still has a 10 to 20 year investing horizon!
- Go-Go, Slow-Go, No-Go; is real, plan accordingly
- Invest in technologies to help with deaccumulation strategies
- Trade Surveillance will need to evolve to better factor in elder abuse

The Wins:



Luckiest Generation: From 1980 through 2022 a generic 60/40 portfolio was up 9.7% annually. Compare that to the long-term return for U.S. stocks over the past 100 years or so was 9.7% per year.

- Technologies that focus on planning and automate/simplify deaccumulation
- Product companies that find innovative and efficient ways to generate income
- Firms & Advisors who can take advantage of money movement between generations because they build relationships & technologies for all
- Complexity in managing income producing portfolios/bond ladders benefits advisors

The Unexpected:

- Will this lead to a “Revenge of the BDs”?
- Unintended consequences of Reg BI?
- Is it possible rising interest rates lead to an exodus from the market?
- What if any impact will ESG have on portfolios? Will it make it more or less likely for clients to from achieving their goals?
- How will the advisors deal with changes to Social Security/Medicare policy?

What Does the Future Look Like:

- Advisors curating a mix of investment strategies including equities, bonds, annuities, alts and crypto currency.
- Firms creating more robust surveillance and education programs
- Continued focus on financial wellness tools across all age groups
- Specific education programs on having difficult conversations around elder abuse, loss of cognition/independence, reduced income/outliving resources
- Higher demand for a comprehensive approach including tax, estate, wealth, and health

What Does the Future Look Like:

- How much wealth will be wiped out by healthcare spending in retirement instead of transferred to the next generation?
- How many clients are planning on received an inheritance for a significant part of their own retirement?
- What will the impact in lost wages/career opportunities for sandwich generations and how will we help them prepare for retirement?
- Will AI be a friend or a foe to with industry?
- What will clients’ reactions be when their advisor retires? Will they follow the transition plan, find a new advisor, or retreat from the industry?

CASE STUDIES

ROLE OF ALTERNATIVES

Presenter: **Steve Mills**
Chief Operating Officer

Firm:  **PRIVATE
CLIENT
SERVICES™**

Big Question:

With equity and fixed income markets experiencing headwinds in recent years, Advisors have sought to find sources of non-market correlated investment returns. Increasingly, the source of these types of return streams are Alternative Investments. What role will Alternative Investments play in Managed Portfolios? How will due diligence be conducted on these investments? Will pricing of these investments be as transparent as other marketable securities? How will they be reported on by Advisors and Investment Managers?

Preparer Perspective:

PCS is a conservative firm and does not have a robust Alt offering. We do however recognize that many advisors within large firms do look to go independent and Alts are a product category they plan to build into their models. We have multiple processes around due diligence and approval of new products on our platform. We have a product committee that will review all new products on our platform. We will leverage our OCIO, Fiducient, for insight and DD they conduct and include in our firm's process. Often the complexities are outside of our teammate's skillset, so we rely even heavier on our OCIO's opinion. We will also work with partner platforms like CAIS to provide their 3rd party DD (Mercer) and their expertise. The Mercer due diligence reports far exceed most firms' internal capabilities and having CAIS as a partner with their Mercer relationship is invaluable.

While pricing has gotten more transparent, I don't think it will be as transparent as other securities. Client understanding of costs and pricing is one of the most important questions we ask and require a good answer for when reviewing for suitability.

We want to ensure client understands what fees they are paying and how that impacts performance, so we work with providers to include both gross and net returns.

Firm Action Steps:

Continue leveraging the experience of our vendors and leveraging their systems and resources to manage risk for the firm and create a more streamlined investment process for the advisor and their clients.

The Wins:

Leveraging partner systems and portals has streamlined the offerings, added additional controls around education and training requirements as well as enhanced due diligence to minimize firm risk.

The Unexpected:

Our biggest challenges are adoption. We still have advisors who know best and want to use very specific Alts that they are comfortable with. As we dig deeper into their choices, flags go up that make us pause which becomes a ripple effect to the advisor and their clients. We have many instances where we have to reject the advisor request due to our conservative nature.

What Does the Future Look Like:

We are optimistic that technology and vendor platforms will continue to create transparency and efficiencies in this space. We have seen significant operational efficiencies over the years for advisors and clients and would expect that the tools that vendors roll out will continue to aid in those efficiencies and better understand fees and investment philosophies.

BREAKOUT SESSIONS

1. What types of controls, reports, etc. does your firm have in place for Investment Expense Oversight? Automated vs manual? What are the sources of reference data that you use to support your oversight? **(Judson Forner)**

2. What trends are you seeing in the Due Diligence area? Are you adopting / implementing any? If so, which and how? How does your firm handle new, emerging asset classes like Alternatives? **(Oliver Gooden)**

BREAKOUT SESSIONS

3. What is your Managed Account Workflow? Manual vs automated processes? What excites you the most of new technologies and trends from various firms? **(JoAnne McKelvey)**

4. Do you have a Client Reporting tool? Automated standard report package you provide your clients? Do you offer adhoc reports? Charge for them? Any emerging trends that you are watching, like multi-media reports? Are snail-mailed reports soon to be a relic of the past? **(Kurosh Golchubian)**

COMMUNITY QUESTIONS



COMMUNITY QUESTIONS

1. What level of due diligence does everyone do on SMA's, non-traditional investment products, etc. once you have approved them for your platform and how often and by whom is that due diligence conducted by?
2. How many is too many? Do most firms allow all requests by advisors for new products to join the platform and if so, have you found that to be too cumbersome on advisors and the home office managing relationships and offerings?
3. Each advisors business has unique needs. Where should the back office accommodate their request for specific investment strategies, billing arrangements, and reporting preferences, versus risk the relationship and mandate the standard setup?

COMMUNITY QUESTIONS

4. Where are successful hires coming from and what tools/ processes are used to identify those people?
5. Broker-Dealers are no longer the access point to product. When does it make sense to drop FINRA registrations and legacy business?
6. What are some ways you elevate multi-asset portfolios for more sophisticated clients, as opposed to models being viewed as small account solutions?
7. Any recommendation on moving towards GIPS compliance reporting? Best practices, preferred tools, etc.?

COMMUNITY QUESTIONS

11. What primary requirements do your firms take when clients are rolling over from BD to RIA products. How onerous is that process and are there any "superhighways".
12. What Investment Advisory Product marketing materials have firms found the most valuable or have driven the most product adoption or loyalty?
13. Are we seeing any significant adoption of Advisory Insurance products like Advisory Annuities or Advisory Life Insurance product

COMMUNITY QUESTIONS

14. Is your Firm encouraging, discouraging, or neutral on reps using discretionary accounts. If encouraging what guardrails has your firm put up to ensure your advisors and firm is staying true to its fiduciary responsibilities

15. Does your Firm support ERISA DB accounts on your platform? If so is it allowed on multiple TAMPs and how do you handle the prohibited transaction exemption?

16. Do firms allow a single ETF's inside of a UMA model. If so, are there any limitations put in place from an available list or security concentration perspective."Do firms allow a single ETF's inside of a UMA model. If so, are there any limitations put in place from an available list or security concentration perspective.

PARTNER PROFILES



CONTACT:

Mike Hemmert
Head of Sales

Direct: 215.880.2818

Mike.Hemmert@asset-map.com



Firm Vision

Asset-Map is the financial picture that's worth a thousand decisions. In 15 minutes or less we put the important information about your client's financials in one shared picture: the start of an easy-to-understand process for bigger advice conversations. With clarity comes confidence for the informed decisions that improve your clients' financial health and increase value for your business.

Firm History

Asset-Map believes everyone deserves to understand their finances so they can make better decisions about what matters most. Founded by financial advisor Adam Holt in 2008, Asset-Map combines design thinking and personal finance to visualize a client's complete financial inventory on one page. Using Asset Map with a client is proven to strengthen the advisor/client relationship and increase engagement, uncover opportunities and ultimately improve planning for the future.

For more information about Asset-Map, visit:

Website: www.asset-map.com

or connect with us on

LinkedIn: www.linkedin.com/company/asset-map/

Twitter: [@AssetMapLLC](https://twitter.com/AssetMapLLC)

Leadership

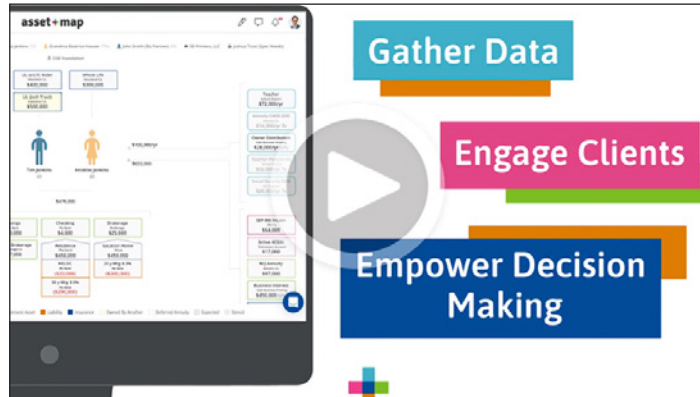
- **H. Adam Holt**, Founder and CEO
- **Thomas Bryn**, COO
- **Tony Demark**, CTO
- **Keith Meyer**, CMO. Mike Hemmert, CSO

Ideal Buyer

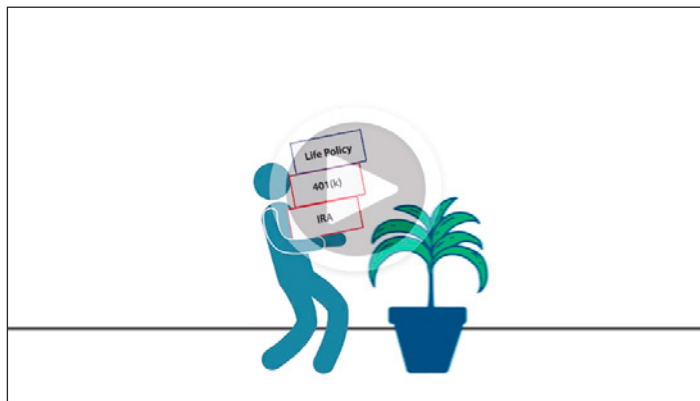
RIAs, IBDs, Banks and Credit Unions, Insurance BDs and Agents

Products /Services

[Asset+Map Explainer Video \(60s version\)](#)



[How Asset-Map Helps Your Clients Organize](#)



Key Roadmap Deliverables

- Discovery Questionnaires
- Signals opportunity identifier
- Draft Asset-Map Reports
- Client Portal

PARTNER PROFILE



CONTACT:

Michael Ferraro
Head—Institutional Business
Development

Direct: 917.715.2435
michael.ferraro@investnet.com



Matthew Tripp
Director, Investment Product Consultant

Direct: 614.946.0506
matthew.tripp@investnet.com



Firm Vision

For 20 years and counting, we've innovated in pursuit of one goal: to equip advisors with the tools and resources needed to deliver the most impactful financial advice to their clients. We're Fully Vested™ in helping clients achieve their dreams—at every stage of life.

Website: www.investnet.com

Stay connected:

Facebook: www.facebook.com/Investnet

LinkedIn: www.linkedin.com/company/investnet

Twitter: [@ENVIntel](https://twitter.com/ENVIntel)

Firm History

Since our founding 20 years ago, Investnet has and will continue to be a champion for financial professionals. We are guided by our mission to deliver the technology, solutions and intelligence advisors need to drive better financial outcomes — and ultimately, make financial wellness a reality for everyone.



More on our history:
www.investnet.com/20/

Leadership

Leading our mission to make financial wellness a reality for everyone.

- **Bill Crager**, Co-Founder and CEO
- **Rich Aneser**, Chief Strategy Officer
- **Robert Coppola**, Chief Technology Officer
- **Pete D'Arrigo**, Chief Financial Officer
- **Dana D'Auria, CFA**, Co-Chief Investment Officer and Group President
- **Mary Ellen Dugan**, Chief Marketing Officer
- **Farouk Ferchichi**, Group President, Evestnet Data and Analytics
- **Josh Mayer**, Chief Operating Officer
- **Dawn Newsome**, Chief Business Operations Officer
- **Shelly O'Brien**, Chief Legal Officer, General Counsel, Corporate Secretary
- **Rose Palazzo**, Group President, Envestnet Financial Planning
- **Sharon Rosenthal**, Chief Human Resources Officer
- **Tom Sipp**, Executive Vice President, Business Lines

Ideal Buyer

RIA's, Exchange Partners, Asset Managers, Financial Professionals, Financial Institutions

Products /Services

Wealth Management Technology, Financial Planning, Wealth Solutions, Data and Analytics

Unique Content



[White Paper_Active vs Passive Asset Management.PDF](#)



[White Paper_Direct Indexing And Personalized Portfolios.PDF](#)



[One Pager_ActivePassive PMC ETF Portfolios.PDF](#)



[One Pager_Tax Overlay Service.PDF](#)



[Brochure_Private Wealth Consulting.PDF](#)

PARTNER PROFILE



CONTACT:

Chris Lebo
Vice President
Relationship Manager

Direct: 617.501.8780
Christopher.Lebo@FMR.com



Firm Vision

Fidelity's mission is to strengthen the financial well-being of our customers and deliver better outcomes for the clients and businesses we serve. Fidelity's strength comes from the scale of our market-leading, interconnected financial services businesses that provide comprehensive solutions for individuals, families, employers, wealth management firms, and institutional investors.

Website: www.fidelity.com

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Facebook: www.facebook.com/fidelityinvestments

LinkedIn: www.linkedin.com/company/fidelity-investments/

Twitter: [@fidelity](https://twitter.com/fidelity)

Firm History

With assets under administration of \$10.3 trillion, including discretionary assets of \$3.9 trillion, we focus on meeting the unique needs of a diverse set of customers. Privately held for 76 years, Fidelity employs 80,000 associates who are focused on the long-term success of our customers.

Leadership

Abby Johnson, Chairman and CEO

Ideal Buyer

Broker/Dealers, RIAs, Plan Sponsors, Retail Investors

Unique Content



[Fidelity 2022 Annual Report.pdf](#)

PARTNER PROFILE



CONTACT:

Brian Justice
Vice President, Sales
at SS&C Technologies

Direct: 415.645.1211
bjustice@sscinc.com



Eric Hewitt
Chief Investment Officer and Head of
New Product Development at SS&C ALPS Advisors

Direct: 303.579.4895
eric.hewitt@sscinc.com



Firm Vision

SS&C Technologies' unique business model combines end-to-end expertise across financial services operations with innovative software and solutions for the financial services industry. Backed by the power of SS&C, the award-winning Black Diamond® Wealth Platform and Rendezvous streamline proposal generation and model assignment so that you can focus on your client relationships. Serving as the hub of a wealth management firm's business, the cloud-native Black Diamond solution is designed to meet the complete business needs of advisory professionals and their clients. With Rendezvous, Black Diamond users have access to a fully integrated, turn-key solution that delivers modern, time-saving tools focused on the client experience and investment goals.

Website: www.sscitech.com

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LinkedIn: www.linkedin.com/company/ss-c-technologies

Twitter: [@ssctechnologies](https://twitter.com/ssctechnologies)

Firm History

Since launching in 2005, the Black Diamond Wealth Platform has been at the forefront of cloud-based financial technology. Today, financial management firms leverage the platform to streamline operations, deliver business insights, and connect with prospects and clients to build long-lasting relationships

Leadership

The senior leadership team at SS&C Advent, a division of SS&C Technologies, represents world-renowned experience and expertise in award-winning software and services for the global investment management and financial technology industry.

- **Steve Leivent**, SVP & Co-General Manager, SS&C Advent
- **Karen Geiger**, SVP & Co-General Manager, SS&C Advent

Ideal Buyer

No matter a firm's size or structure, the Black Diamond platform has the flexibility and power to support the unique needs of wealth management firms, including:

- RIAs
- Broker-dealers
- Family Offices • Banks
- Trust Companies
- Community Foundations
- Hybrid RIAs

Products /Services

Within Black Diamond and Rendezvous, advisors leverage cutting-edge solutions that drive success, such as:

- Comprehensive portfolio management
- Automated allocation and rebalancing workflows
- Robust Reporting
- Immersive Client Experience portal
- AI-driven client risk questionnaires
- Goals-based model recommendations
- Next-generation Rebalancer • And much more

Key Roadmap Deliverables

In 2023, our roadmap focuses on continuing to make Black Diamond the "Financial Life Hub" for our advisors' clients. In short, we want to be the place an end investor goes to interact with their advisory team and review everything about their financial lives. Key investment areas this year include:

- Continue to streamline the investment management process
- Financial planning
- Risk and compliance oversight

Unique Content



[Case Study - Triad Hybrid Solutions.pdf](#)



[Case Study - AdvicePeriod.pdf](#)



[Case Study - Diversified Trust.pdf](#)

PRODUCTS



BEACON STRATEGIES, LLC

CONSULTING | ROUNDTABLES | RESEARCH

Beacon bridges the knowledge and vision gap between wealth firms and solutions providers to help wealth marketplace customers:

- Chart their course
- Navigate complex waters
- Better serve their clients

Tools to help wealth firms and partners drive measurable improvement:



A research tool helping enterprise wealth firms understand how they match up against their peers.



A wealth management curriculum supplying an industry overview for newer or more inexperienced employees.



VENDOR MANAGEMENT
BEACON STRATEGIES, LLC

A technology and process tool that helps firms meet their regulatory responsibilities specific to 3rd party providers.



Enterprise Wealth Consulting Services | Beacon Strategies, LLC
beaconstrategiesllc.com



2023 ROUNDTABLE RECAP (FIRST HALF)



Attendees

“*Information provided was extremely helpful and offered perspectives that will help influence my strategic development and decisionmaking.*”

Wealth Firm Attendees = 21 Avg

- 21** Compliance
- 20** Operations
- 21** Innovators



Partners Firms = 9 Avg

- 6** Compliance
- 8** Operations
- 13** Innovators



of Advisors Represented = Over 115,000

of Attendees Rollup

- 39** C-Suite
- 23** Managers



2023 ROUNDTABLE SCHEDULE

SUMMARY

Our Roundtable Series is dedicated to enabling communication and idea sharing among wealth firm peer groups. These roundtables are invitation only events. Our approach, which relies on case studies, breakout sessions, community questions, and lots of open and honest attendee conversation on current topics, and is designed to be an interactive experience.

One past attendee told us that



Information provided was extremely helpful and offered perspectives that will help influence my strategic development and decision-making.”



MARKETING & RECRUITING - THE NEW AGE OF MARKETING

DATES: OCTOBER 11-13, 2023
LOCATION: ST. AUGUSTINE, FL
CASA MONICA RESORT & SPA



THE ROUNDTABLE -

DATES: NOVEMBER 1-3, 2023
LOCATION: BERMUDA
THE HAMILTON PRINCESS & BEACH CLUB



2024 ROUNDTABLE SCHEDULE

The Compliance Roundtable

Audience: Wealth Firm Compliance Professionals
Past Attendees: CCOs, Compliance Leaders
Date: February 21st -23rd, 2024
Location: San Diego, CA

The Operational Excellence Roundtable

Audience: Wealth Firm Operations Professionals
Past Attendees: COOs, Firm Operations Leaders
Date: March 20th – 22nd , 2024
Location: Austin, Texas

The Innovators

Audience: Wealth Firm Practice Management
& Advisor Technology Professionals
Past Attendees: COOs, CIOs, CTOs, Platform Owners
Date: April 17th – 19th, 2024
Location: Charlotte, NC

Investment Products, Platform, & Fiduciary

Audience: Wealth Firm Investment Management and Platform Professionals
Past Attendees: COOs, CIOs, CCOs, and Investment Leadership
Date: May 15th – 17th, 2024
Location: Charleston, SC

The Age of Marketing: Supporting Communications & Business Growth

Audience: Wealth Firm Marketing & Recruiting Professionals
Past Attendees: COOs, CMOs, and Marketing Leadership
Date: October 16th – 18th, 2024
Location: Mountain Brook, AL

The Roundtable

Audience: Wealth Firm C-Suite
Past Attendees: C-Suite, Presidents and Senior Positioned Leadership
Date: November 6th – 8th, 2024
Location: Santa Barbara, CA

The Roundtable for RIAs

Audience: RIA Wealth Firm C-Suite
Attendees: Owners and Leadership of RIAs
Date: December 4th – 6th, 2024
Location: Ft. Lauderdale, FL

NOTE: Dates and locations may change, so please check our website for more updates and information on upcoming Roundtable onsite events.



www.beaconstrategiesllc.com/beacon-roundtables

BEACON ROUNDTABLE SERIES



THE ROUNDTABLE SERIES BEACON STRATEGIES, LLC

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