

HOW SATISFIED ARE YOU WITH YOUR CURRENT FIRM?

Asking yourself the questions below will help you assess how satisfied you are with your current firm and identify what you may be looking for in a new firm.

Rate your satisfaction level on a scale from 1 to 5 (1 = Very Dissatisfied, 5 = Very Satisfied).

BUSINESS	FIRM RATING (1 TO 5)
Product shelf	Does your current firm’s product shelf meet your needs for serving clients?
	If it offers proprietary products, is there pressure to push clients toward them?
Technology	Do the technology tools and platforms offered by your current firm meet your needs?
	Does the firm’s roadmap for future technology implementations meet your expectations?
Expert services	Does your current firm have the required expertise and infrastructure to help you deliver comprehensive wealth management services to your clients, including tax and estate planning, philanthropy, and cross-border services?
Practice management support	Does your current firm help advisors enhance their operations and grow their businesses?
Compliance	Does your current firm take a collaborative approach to compliance (rather than a policing-focused approach)?
Business model options	Does your current firm offer advisors different business models (rather than a one-size-fits-all approach)?
Compensation	Are you satisfied with your current firm’s compensation structure?

Ready to chat?

VALUES		FIRM RATING (1 TO 5)
Culture & values	Do your current firm’s culture and values create an environment where your contributions are welcomed and supported?	
Independence	Does your current firm give advisors independence in the running of their businesses?	
	Does the firm acknowledge advisors’ book ownership and give them freedom in succession planning?	
Stability	How established and secure is your current firm?	
	Are you confident that it has the scale and resources to hold its own in the market and is not at risk of being taken over?	
Leadership	Does your current firm’s leadership team have a clear vision for taking the firm into the future?	
	Does the leadership style align with your values?	
Brand	Does your current firm have a clear and well-established brand?	
	Would you feel comfortable aligning your business with this brand?	

SATISFACTION SCORE: _____



LOW (0–49)

It’s time to develop your exit strategy.

MEDIUM (50–75)

Start a casual search and know what the process entails.

HIGH (76–90)

It’s always good to be aware of your options.

Ready to chat?

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