This May, your peers met in New York to discuss:

**Growing with Uncertainty**
- Changing value propositions and business models and how brokerage firms are adapting to the new reality of wealth management
- Exploring macroeconomics and political conditions in the near future and what that means for the business
- Considering the rise of state-level fiduciary standards and their impact on the brokerage industry
- Reconsidering the “shrink to grow” mentality in favor of a “grow to grow” philosophy based around growing both the number and quality of households

**Growing our Advisors**
- Utilizing technology to change the way firms recruit advisors, to attract and hire the next generation of advisors
- Using journey mapping to create an empathetic hiring process
- Bringing greater diversity to the advisor profession by recruiting and mentoring women and minority advisors
- Disrupting the advisor development process to create truly valuable wealth managers, rather than expensive portfolio administrators

**Growing in a Different Manner**
- Understanding trends in human behavior around money, from cash flow all the way to growing UHNW wealth
- Empowering and educating advisors on how to provide advice on everything a client might face during their lives