

RIA GROWTH WITH SPECIALIZED KNOWLEDGE:

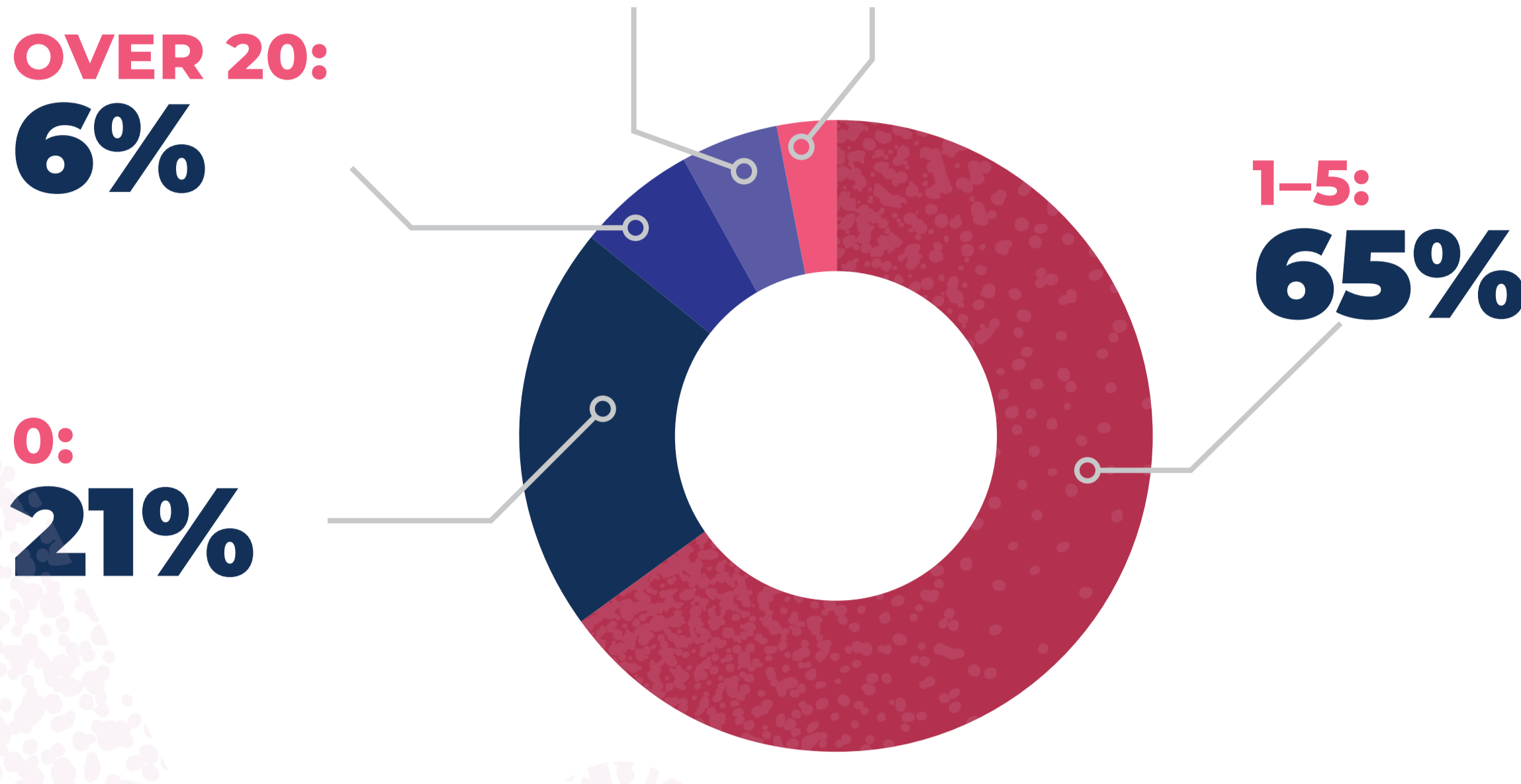
# Flash Survey Results



The American College of Financial Services surveyed advisors from emerging Registered Investment Advisors (RIAs) to ask what they need to accelerate their business growth. The results speak to how your peers think about positioning their practice for profitability.

## Focus on Growth

### SHORT-TERM ADVISOR RECRUITING TARGETS

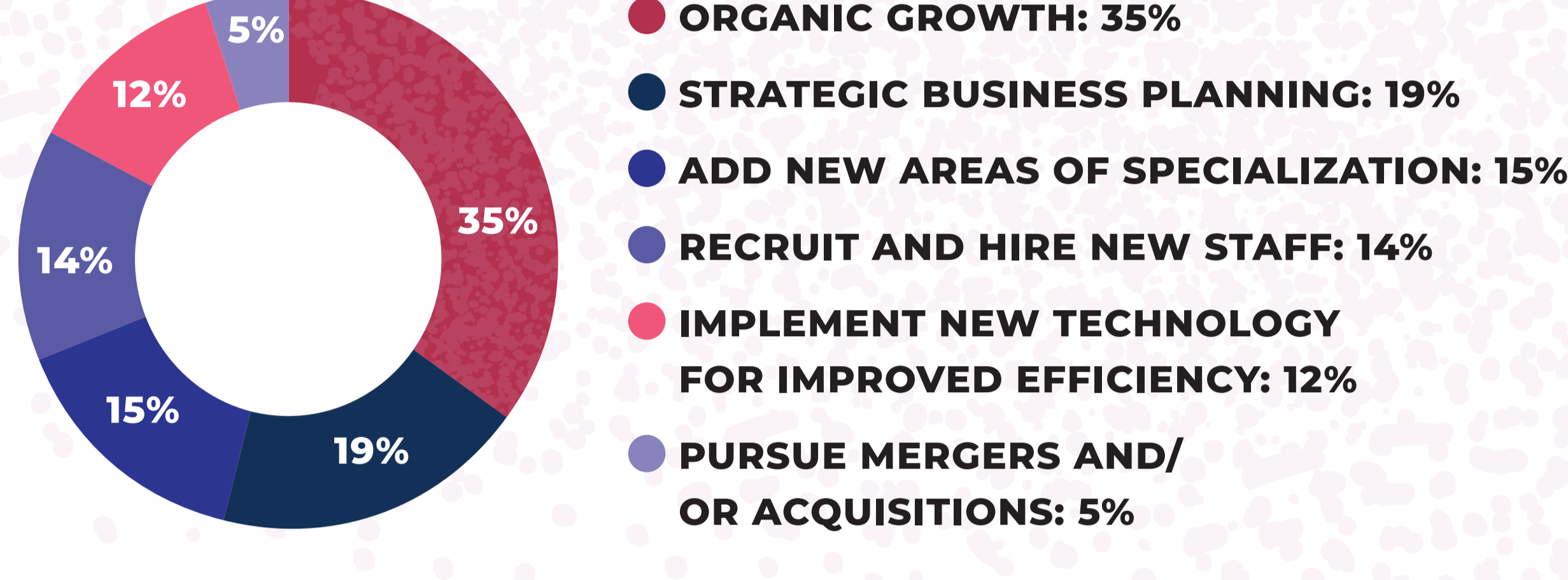


Advisors at RIAs were asked for recruiting targets over the next three years.

### KEY TAKEAWAY

Scale is happening. **70%** of advisors aim to recruit up to **10** advisors in the next three years.

### MOST IMPORTANT BUSINESS PRIORITY

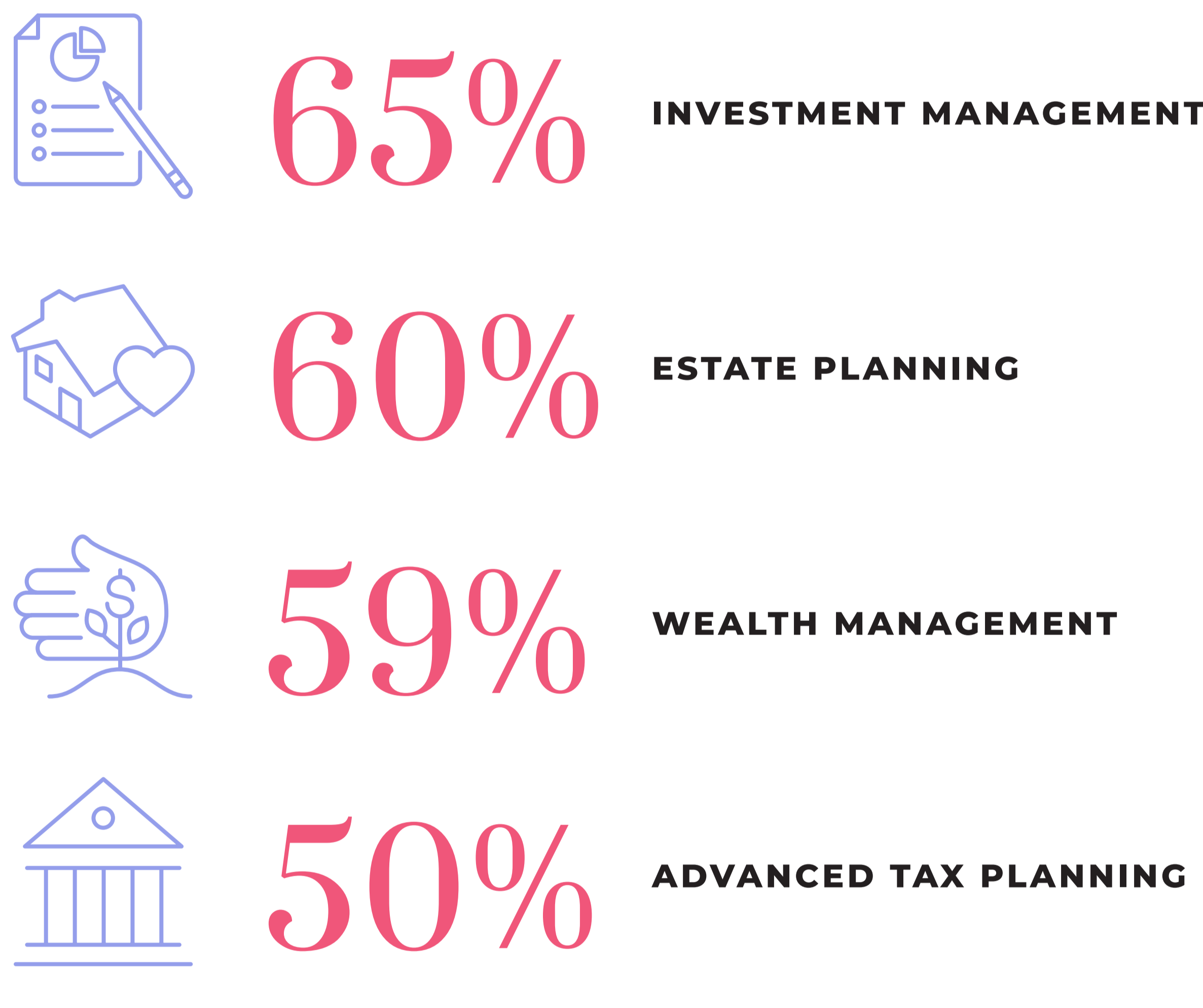


## Value of Specialization

### IS GOING BEYOND CFP® CERTIFICATION IMPORTANT?

Yes  
76%

### FIELDS OF FOCUS FOR FUTURE EDUCATION



### KEY TAKEAWAY

Those surveyed **overwhelmingly** desire further education on **topics of everyday importance to their clients**, including those available in The College's **ChFC®**, **CLU®**, and **RICP®** Programs.



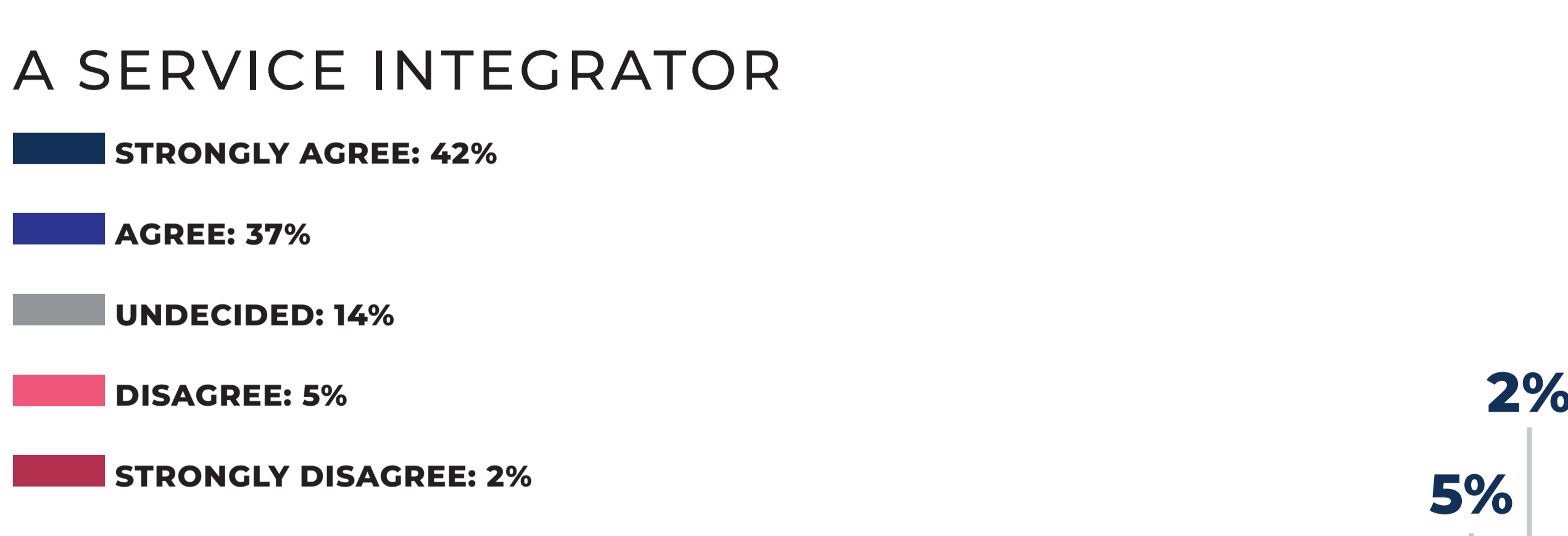
## Role of Designations

### KNOWLEDGE FROM DESIGNATIONS

#### A CAREER ACCELERATOR



#### A SERVICE INTEGRATOR



### KEY TAKEAWAY

Education is key. Nearly **80%** of advisors believe designations support further service integration. Over **90%** say their designations have paid professional dividends!

TO LEARN HOW YOU CAN PUT THESE INSIGHTS INTO PRACTICE IN YOUR PLACE OF BUSINESS, ACCESS YOUR

[RIA PROFITABILITY PLAN NOW.](#)