

The Modern Independent Financial Advisor

An investor's everyday superhero

Nearly a third of independent financial advisors report that they relate to Superman's all-around ability to tackle multiple challenges at once.

It is not surprising that independent advisors identify with the Man of Steel. Today's advisors spend their time at the office juggling multiple responsibilities. But it's "all in a day's work" for advisors, who know the key to success is a healthy balance between work and play. When they are not helping investors meet their financial goals, advisors unwind by pursuing a range of hobbies and interests.

Advisors at work

Above and beyond



Are providing more services for clients and/or putting more time into each client without increasing fees

A calming presence



Have had to ease client concerns over the past six months

Harnessing superpowers



Use advances in technology to help keep their firm ahead of the curve

Early birds



Most productive in the early hours of the day

Advisors at play

Competitive spirit



Will win an endurance race or a sport with a racket or ball

Prefer a repast



Given \$100 and a bit of spare time, the first choice would be dining out

Learning from history



Most likely to be found watching The History Channel in spare time



charles
SCHWAB

Own your tomorrow.

Source: Schwab Independent Advisor Outlook Study, June 2017

The Independent Advisor Outlook Study (IAOS) by Schwab Advisor Services reflects the views of independent advisors on their industry, their businesses, their clients, and the general investing environment. The results of the current iteration illuminate how independent advisors perceive the maturity of the independent model, and reveals perspectives on how the state of the industry informs the opportunities that await their firms. The report includes perspectives from Schwab Advisor Services, as well as anecdotal commentary from advisors who participated in the study.

Schwab Advisor Services® serves independent investment advisors and includes the custody, trading, and support services of Schwab. Independent investment advisors are not owned by, affiliated with or supervised by Schwab.

©2017 Charles Schwab & Co., Inc. (Schwab). Member SIPC. All rights reserved.

0617-7TWW