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Investor Consultancy SpringReef LLC Reveals the Top Four Client Issues within the Wealth Management Industry

Chatham, New Jersey – July 12th, 2018 – SpringReef LLC, an independent consultancy that evaluates financial advisors on behalf of high net worth families and nonprofit organizations, today published a white paper entitled, “Safeguarding Your Assets from Today’s Top Wealth Management Pitfalls,” revealing the four most prevalent client issues within the wealth management industry today.

“Since our founding in 2010, we’ve had the unique opportunity to review hundreds of financial advisors, wealth management firms, and investment portfolios,” said Doug Black, founder of SpringReef LLC. “Through our work, we’ve seen the best and the worst of the industry, and given our unparalleled vantage point, we’re pleased to share our observations and guidance with the public.”

The firm points to the following pitfalls as the most widespread across the wealth management industry, and notes that when left unaddressed, they can lead to a lack of client satisfaction at best, and at worst, irreparable damage to a family’s financial wellbeing:

- 1. Client-and-Advisor Mismatch**
- 2. Inadequate Performance Reporting**
- 3. Firm- and Advisor-Level Fee Conflicts**
- 4. Oversized Managers with High Total Fees and Poor Performance**

“These issues often have a significant impact on the safety and stability of client portfolios,” added Black. “The good news is there are ways that clients can mitigate these problems in their advisor relationships and increase their probability of a successful outcome. We hope that by being aware of and addressing these issues, families will find themselves better positioned to meet their financial goals.”

To read SpringReef’s white paper, please visit www.springreef.com/top-wealth-management-pitfalls.

About SpringReef LLC

SpringReef is an independent consultancy and investor advocate that provides guidance to high net worth families and nonprofit organizations on critical aspects of wealth management. Founded in 2010, the firm offers financial advisor evaluations, including assessments of investment performance, investment solutions, and fees, along with searches for best-in-class financial advisors and ongoing advisor monitoring. As of June 2018, SpringReef has assisted over 140 clients with cumulative investment assets of over \$8.6 billion. To learn more, please visit www.springreef.com.

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