

CASE STUDY

Breakaway Team \$500m AUM (\$100m going to Adhesion)

Background

We initially met the firm and its team about one and a half years before the advisor's breakaway date. After almost two years of planning, he successfully left Wirehouse. The group then found themselves with a book divided among equity UMA, SMA fixed income, and ETF/ mutual fund models.

Winning Solution

The group constructed its own solution using select pieces of technology. They managed mutual fund/ETF models on Orion, accessed Fixed Income managers through Schwab Market Place, and utilized Adhesion for their equity UMA and access to additional managers.

Key Takeaways

Flexibility

The firm relied heavily on research from the Wirehouse. Adhesion introduced them to several Outsourced Chief Investment Officers, enabling them to negotiate flexible fees instead of incurring fixed costs.

Minimizing Disruption

We successfully added many of the managers the firm used at the Wirehouse, minimizing disruption to clients during the transfer process.

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Investing involves risk, including the possible loss of principal. Past performance does not guarantee future results. UMAs are not suitable for all investors and should be evaluated for suitability by financial professionals prior to investing.

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