Manage Your Wealth Advisory Team

The people on your wealth advisory team who work alongside you every day, play a large role in you being able to achieve your vision. They play an integral role in your success which requires ongoing leadership and management.

The Entire Wealth Team

Whether you know it or not, there are others on the wealth advisory team who look up to you as their leader, such as your Client Service Assistant, Associate Advisor and/or MFIS. There are several important things you can do to create a proactive, professional approach to leadership with the wealth advisory team:

- Annual Planning Session
- Quarterly Strategic Meetings
- Weekly Team Meetings

Each of these will be covered in more detail in the next best practice.

The Individual Wealth Team Members

There are also several leadership activities which demonstrate the value and importance of your individual team members – which makes them feel appreciated. This is integral for creating a great partnership based on trust and respect. Think about which of these you can do over the course of the year to show others on your wealth advisory team how important they are:

- Birthday Acknowledgement
- Thanksgiving Acknowledgement
- Moments of Truth
- Other As Appropriate
- Mentoring & Training