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accountingWEB | Wealth Management

Contributor's Corner

Dawn Parks, manager, wealth management services, 1st Global

This issue of the monthly *AccountingWEB* Wealth Management newsletter highlights how CPA firms can better serve their clients through enhanced experiences and services.

The Landscape explains how the breadth and depth of client services offered by wealth management firms evolve as the firms mature and their clients come to expect, and demand, more comprehensive advice.

From The Wealth Management Academy® describes how creating memorable client experiences can set firms apart from the competition.

In *Peer2Peer*, David Davis, champion partner of JY WealthCare, LLC, an accounting firm in San Jose, California, shares his firm's progression into providing wealth management services to clients and the thought processes behind it.

The Landscape

Welcome to The Landscape, a monthly feature article that provides insights into the wealth management industry from a tax-centric point of view. With the economic and tax landscape constantly shifting, CPA and tax firms have a unique opportunity to change how their clients view and manage their economic futures more efficiently and effectively. Keeping an eye on The Landscape can help you navigate the road to wealth management success.

What Client Services Do Wealth Management Firms Provide?

Tony Batman, chairman and CEO, 1st Global

Most CPA firms start their financial advisory services with a basic model of access to financial and investment products and over time add specialization, complexity and integration to arrive at a wealth management model. The depth of the client-advisor relationship and the level of technical wealth management expertise are primary indicators of where your firm falls on the ladder of development.
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From The Wealth Management Academy®

The 1st Global Wealth Management Academy® offers three distinct educational platforms for tax-centric wealth management firms, each possessing its own advantages: classroom-based education, Web-based instruction and self-study. As part of 1st Global's commitment to progressive, ongoing education, the Wealth Management Academy® provides the opportunity to attain the knowledge, skills and habits necessary to become a highly successful wealth management firm. From The Wealth Management Academy® brings the academy to you in monthly installments.

Enhancing Your Clients' Experiences

Dawn Parks, manager, wealth management services, 1st Global

When you think of a legendary hotel with world-class service, you think of the Ritz-Carlton. Why is that? What does the Ritz-Carlton do, that other hotels don't, that makes your stay with them such a memorable experience? The hotel chain has instilled a culture of treating guests like royalty.
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Peer2Peer

Peer2Peer is your source for case studies and best practices in wealth management coming directly from your colleagues. With experienced advice from your peers within the tax profession, you can glean business-building strategies and tactics to enhance the wealth management services your firm provides or seeks to embrace. Leverage the knowledge of industry leaders to carve your own path to success with Peer2Peer.

1st Global BMS Model: Marrying Wealth Management Services and CPA Services by Adopting a New Way of Doing Business

David Davis, champion partner of

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JY WealthCare,
LLC

About 1st Global

1st Global was founded in 1992 by CPAs who believe that accounting, tax and estate planning firms are uniquely qualified to provide comprehensive wealth management services to their clients.

1st Global provides CPA, tax and estate planning firms the education, technology, business-building framework and client solutions that make these firms leaders in their professions through dedicated professional client relationships built around wealth management.

More than 500 firms have chosen to affiliate with 1st Global, making us one of the largest financial services partners for the tax, accounting and legal professions.

1st Global Capital Corp. is a member of FINRA and SIPC and is headquartered at 8150 N. Central Expressway, Suite 500 in Dallas, Texas, (214) 265-1201. Investment advisory services offered through 1st Global Advisors, Inc., an SEC-Registered Investment Adviser. Additional information about 1st Global is available via the Internet at www.1stGlobal.com

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