

# Why do financial advisors leave their firms? The answers may surprise you.

## Mainsail Wealth Partners

### Private Wealth Management

If you've ever wondered why certain Financial Advisors change firms, we'll fill you in, but you may be surprised by what we tell you.

Some Advisors leave to go to competitor broker-dealers (wire houses), and others choose to join independent Registered Investment Advisors (RIAs). Generally, Advisors choosing to leave their firm are financially motivated to do so in one of two ways:

1. They are receiving substantial compensation from their new broker-dealer
2. They want to create autonomy and monetize their business for future sale

Now, let's go a little deeper into some of the details.



## Why leave for another firm?

Financial Advisor recruitment is common in our industry. To encourage Advisors to make a move, some firms pay them to join, which could include bonuses based on customer assets the Advisor brings in, incentives for selling in-house products or a higher share of commissions. Seeking full transparency for clients, the Financial Industry Regulatory Industry began requiring that firms send clients of departing Financial Advisors the following notice: *"Issues to consider when your broker changes firms"*

In it, FINRA advises clients to ask themselves these questions when deciding if it's best for them to follow their departing Advisor:

- Could financial incentives create a conflict of interest for your broker?
- Can you transfer all your holdings to the new firm? What are the implications and costs if you can't?
- What costs will you pay—both in the short term and ongoing—if you change firms?
- How do the products at the new firm compare with your current firm?
- What level of service will you have?

## Why we choose to stay at UBS

Simply put, in a world of ever-increasing challenges and complexities, we believe UBS is where we have the best support and opportunities to serve our clients' needs and interests. As a UBS Private Wealth Management team, we provide our clients and their families with broad but exclusive access to the global resources and intellectual capital of the largest wealth manager.

Our team has been at UBS since 2003 and we have been partners since 2009. During our time here, we have grown our reputation and relationships, creating a network of professionals who help the us put our clients first—without exception.

With all of this in mind, we have made an ongoing commitment to stay at UBS by joining the firm's "Aspiring Legacy Financial Advisor (ALFA) program." Under this program, select Financial Advisors can plan to transition their client relationships to other UBS Financial Advisors as part of their eventual strategy to leave the industry.

## The value of continuity

We understand that change can be difficult for people and even more so when it comes to their financial lives. That's why we're excited to be part of this program, which not only offers our clients continuity in their relationship with UBS, it recognizes our commitment to them and to the firm. Although our transition under the ALFA program is scheduled to take effect in the late 2030s, we wanted to assure you that we are invested in our relationships today and for years to come.

At the end of the day, our experience, our firm, and our dedication will allow us to do what we hold as our most important priority. So, when you ask us why we choose to stay at UBS, our answer is clear.

We stay for our clients, with the conviction that UBS is the right place for us and for them.



Drew Freides



Michael Kanigher

## Mainsail Wealth Partners

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### Important information about brokerage and advisory services.

As a firm providing wealth management services to clients, UBS Financial Services Inc. offers investment advisory services in its capacity as an SEC-registered investment adviser and brokerage services in its capacity as an SEC-registered broker-dealer. Investment advisory services and brokerage services are separate and distinct, differ in material ways and are governed by different laws and separate arrangements. It is important that you understand the ways in which we conduct business, and that you carefully read the agreements and disclosures that we provide to you about the products or services we offer. For more information, please review client relationship summary provided at [ubs.com/relationshipsummary](https://ubs.com/relationshipsummary), or ask your UBS Financial Advisor for a copy.

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