



ANDERSON CONSULTING

AN ADVISOR CENTRIC COMPANY

ALPHA REPORTS LISTING

2025 Listing



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ALPHA REPORT TITLE	REPORT DESCRIPTION
Regional Service Excellence Teams	Cross functional RIA, Brokerage administrative teams focused on regional support. Self contained teams span recruiting, operations to supervision.
Process Management Fundamentals	Leverage end to end process management to administratively achieve scale, reduce expenses and increase overall advisor satisfaction.
Client Relationship Management Technologies	Design advisor portals to balance simplified advisor experience with workflow management, communications and process improvement.
Leveraging Off Shoring Services	Leverage third party global service providers to achieve administrative scale at a variable, lower administrative cost basis.
Six Sigma Process Improvement	Introduce and leverage Six Sigma to institutionalize a common language, methodology to continuously improve operational and fiscal performance.
Work Flow Management Systems	Leverage end to end process automation, data insights and analytics to facilitate cross functional, enterprise process execution.
Wealth Management Platforms	Introduce managed account platform to further enable advisory services to your advisor base while driving annuitized revenue streams to your firm.
Leveraging Dashboards & Scorecards	A simple, consistent and actionable methodology to ensure timely status communication on business critical enterprise deliverables.
Fundamentals In Vendor Management	Spanning product, service and technology providers, implement an engagement rigor to ensure diligence, compliance and drive EBITDA.





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Affinity Vendor Services Model	Leveraging your purchasing power, partner with third party service providers to offer value added services to your independent advisor base.
Introducing Hybrid Distribution	Enable multi channel advice platform coupling both traditional brokerage and advisory services to diversify advisors business model and practices.
Basics In Project Management Office	Create a competitive advantage focused on execution by introducing a world class enterprise project management functionality.
Propriety Product Introduction Process	Possessing an integrated view, improve new product introduction from point of ideation, marketing to ongoing product enhancement.
Bionic Advisory Model For Full Service Advisors	Introduce an advisor enabled online advice operating and service model to support full service advisors participation in the digital marketplace.
Value Added Practice Management	Not focused on advisor book optimization, help an indie business owner manage their business more profitably, translating to personal wealth.
Fundamentals Of Advisor Banking	Introduce a new business capability and discipline to offer growth capital to help indie entrepreneurs profitably finance business expansion activities.
Basics In Business Integration	Enable a comprehensive business integration methodology predicated upon regionalization & center of excellence business principals.
Basics In Proprietary Product Marketing	For firms possessing proprietary product, enable a regional marketing specialist function aimed at wholesaling products internally.





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Recruiting Millennials To Retail Advice	An unique career offering, recruiting and operating model to entice new millennial advisors to join your firm and as important retain them.
Enabling Flawless Advisor Transition	Nearly every advisor transition is a nightmare. Enable our Transition excellence model, framework to exceed advisor transitions expectations.
Recruiting EBITDA Accretive Advisors	Not every advisor is created equal, as more EBITDA accretive ones are best. Enable our toolkit to insure a mutually profitable business partnership.
Creating A Recruiting Advantage	It doesn't have to be about payout and support concessions. Enable a distinctive framework to recruit advisor's matching your value proposition.
Designing Partnerships To Drive EBITDA	Drive non compensable revenue and increase speed to market for value added services leveraging our strategic partnership methodology.
The Evolution Of Practice Management Services	Not focused on book segmentation and pareto principles, we focus on management disciplines & practices to increase advisor's business valuation.
Designing Practice To Maximize Relationships	As advisors respond to changes in regulations and increased administrative burdens, we help advisors design their business to maximize client face time.
Introducing A Multi Channel Advice Strategy	The most successful indie advisors follow a multi channel distribution strategy. We help traditional advisors enable this advice model best practice.
Mitigate Attrition Compliance Risk In Agency Model	Agency advisor attrition presents a material sales compliance risk to traditional P&C firms. Leverage our toolkit to mitigate agency sales compliance risk.





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Introducing A Strategic Planning Discipline	Without a strategic plan & roadmap you are like a ship without a rudder. Enable a strategic planning discipline to insure you get where you intend to go.
Delivering Business Critical Strategic Initiatives	Not all deliverables are equal, as some are more strategically important. Enable distinctive approach to ensure business critical initiatives are delivered.
Digital Product Marketing Specialist	Diversify existing product marketing processes, specialists with digital marketing platform to insure compliant, real time, scalable product marketing.
Digital Third Party Product Wholesaling	Compliment third party product wholesaling efforts with an advanced marketing platform to ensure compliant, consistent and scalable messaging.
Enable Decisions & Mitigate Risk Thru Governance	Break decision gridlock, mitigate business risk and coordinate priorities by leveraging our executive, operating & initiative governance methodology.
It's All About The Communication	Few firms use a responsive, rigorous enterprise communication methodology. Enable our practices to effectively communicate internally & to advisors.
Decipher Nice -VS- Need To Have Technology	With the growth of FINTECH, this diagnostic enables you to define, scope the critical few tech services that add value to your unique business.
Enabling The Right Technology Functionality	Leverage our proven framework to harmonize market intelligence & business requirements to drive advisor centric technology development.
Marketplace & Competitive Analytics	This capability goes beyond understanding payout grids. Enable leadership with relevant, timely intelligence to drive your competitive strategy.





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Leadership Development Programs	Develop future leaders and mitigate leadership attrition risk, by deploying multi discipline, entry level leadership development programs.
SURGE Initiative Teams	Certain situations require immediate attention. Enable our SURGE enterprise methodology to mobilize business resources to respond quickly.
HR Performance Operating Framework	Invest in your businesses greatest asset, it's people, by enabling an innovative human resource operating framework and methodology.
Leveraging Global Service Partnerships	Leverage global service partnerships to further monetize traditionally fixed administrative expenses and drive non compensable revenue.
An Agile Organization Design	Getting an elephant to dance is difficult. Agile org. design enables an enterprise to refocus priorities instantly enhancing flexibility and speed to market.
Selfless Leadership Practices	As organizations evolve leadership requirements shift. Learn leadership practices to increase power through empowerment and focus on enablement.
Enabling A Meritocracy Culture	A healthy performance based culture is beyond making your numbers. Enable practices to improve employee sat., culture and business performance.
Positively Impact Culture Thru Simple Rewards	Leverage our best practices and methodology to institutionalize a business rhythm focused on simple, recurrent employee recognition practices.
Shifting Culture Through Measurement	Some say you influence employee behavior by what you measure. Enable our balance measurement methods to create healthy culture.





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Women's Career Networking Methodology	Introduce a women's networking capability to drive career development, networking, mentoring to enable your organizations thought leadership goal.
Expense Reduction Leadership	Straight line expense reduction, creates unintended harm. Enable our continuous reduction framework & process to achieve targeted expense takeout.
Quarterly & Annual Budgeting Methodology	Enabling an expense forecasting, reconciliation, assignment rigor is a non negotiable in today's marketplace. Leverage our industry best practices.
Foundational RIA Organization Design & Roles	Replicate the traditional RIA organization structure including roles, responsibilities, organization design and business capabilities.
Foundational Brokerage Organizational Design & Roles	Replicate the traditional brokerage organization structure including roles, responsibilities, organization design and business capabilities.
Business Case Development For Investment	Ideas are good but profitable concepts premised upon market research, financials and thoughtful operational analysis are best. Leverage our process.
Strategic Initiative Selection And Justification	We deep dive into the identification methodology to insure the vital few profitable initiatives are justified prior to critical working capital invested.
Getting A Large Organization To Act Small	There is misnomer larger organizations can't act like personable, relationship focused small indie firms. Enable our methodology to achieve both.
Enabling Institutional Distribution	Whether focused on penetrating indie market or diversifying distribution channels, leverage our methodology to expand margins and revenue.





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How Indie Retail Advice Firms Make Money	Understanding how your customer makes money, better positions your firm to offer help. We deep dive into how the P&L of a retail advice firm works.
Fundamentals In Retail Advice Business Models	The indie advice market has various operating models. Understand the differences, to define the right distribution model to achieve your sales goals.
2019 Retail Advice Marketplace Trends	As indie marketplace continues to undergo change, ground yourself on the critical 2019 marketplace themes impacting your ongoing distribution efforts.
Selling Into The Retail Advice Marketplace	The retail advice marketplace is unique. We deep dive into the critical business and distribution requirements to materially penetrate this market.
Fundamentals Of External Wholesaling	We best practice world class external wholesaling sales organizations including team design, coverage approaches, compliant messaging and marketing.
Fundamentals Of Internal Wholesaling	We best practice world class internal wholesaling sales organizations including team design, coverage approaches, compliant messaging and marketing.
Fundamentals Of Product Marketing	Enable foundational marketing capabilities focused on value positioning, compliant marketing material development and advanced marketing capabilities.
Speaking The Language Of Your Customer	Build trust and powerfully articulate your value proposition in the language relevant to the retail advice industry and your target customer.
Fundamentals In Preferred Distribution	We deep dive into the strategic considerations, including cost benefit analysis, of participating in a preferred distribution relationship.





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Fundamentals In Strategic Accounts	We best practice world class strategic account functions including role definition, team design, customer alignment and accountabilities.
Regional Distribution Support Teams	Simplify client engagement, maximize relationships and expand market share, by enabling self contained regional teams from sales to servicing.
Fundamentals In National Sales Management	We best practice world class national sales functions including role definition, team design, customer alignment and accountabilities.
Basics In Value Added Advisor Services	Diversify beyond selling commodity products, by offering distinctive value added services to drive increased advisor dependency and loyalty.
Revenue VS Profitability Distribution	Not all customers are created equal. We offer best practices to mobilize your engagement efforts on clients accretive to your firm profitability.
Leveraging Technology For Distribution	Accessing indie distribution today goes beyond direct sales. We explore the expanding role of technology platforms as a channel of distribution.
Technology Sales Engagement Model	Few technology service firms deploy a client centric sales model. Use our engagement model designed for technology firms selling into indie marketplace.
Monetizing Technology Partnerships	Partnerships to enhance speed to market enables an advantage. Structure these arrangements to participate in both revenue and equity upside.
Fundamentals In BGA Distribution	Understanding BGA's role in the industry is critical. BGA's present a scalable distribution channel alternative and array of partnership opportunities.





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Maintaining Mind Share - Leveraging Sales Ideas	Nearly all parties distributing into retail advice, participate in a commodity marketplace. Create distinctive awareness through recurrent marketing.
Leveraging Advisor Centers of Influence	The most powerful center of influence within retail advice are the advisors. Learn best practices to leverage this group to help enable your agenda.
Penetrating Small To Middle Indie Advice Market	Profitably distributing to the small to middle retail advice marketplace is difficult. Leverage best practices to access this growing retail segment.
Fundamentals In Agency Advice Distribution	We perform a deep dive into traditional agency advice operating model, identifying the strengths, weaknesses and competitive marketplace trends.
Fundamentals In Banking Advice Distribution	We perform a deep dive into traditional banking advice platform operating models, identifying the strengths, weaknesses and marketplace trends.
Fundamentals In Financial Institution Channels	Review the basics of financial institution service channels and the material revenue opportunities presented through their open market distribution.
Fundamentals In Proprietary Clearing & Custody	Traditionally larger broker dealers are self clearing. Deep dive into the fundamentals and explore how open market distribution presents opportunities.
Understanding Consumer Wealth Tiers	There are material differences in the needs of ultra net worth consumers -vs- the mass market. We deep dive into all wealth tiers and their differences.
Understanding Retail Advice Service Tiers	There are material differences in offering family office -vs- discounted self directed investment services. We deep dive into service tier differences.





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DELTA - Change Management Methodology	Deploy our proprietary DELTA change management methodology to institutionalize a language, process and enterprise discipline to facilitate change.
BETA - Pilot Testing Methodology	Leverage our proprietary BETA pilot methodology to reduce development expenses, rework, by designing to advisor requirements the first time.
Alternative Channels For Change	Introduce an alternative channel to diversify your distribution, business suite while gradually migrating to higher margin emerging channels.
Organization Design For Change	Leverage our organization design methodology to align incentives, coordinate behavior and organize deliverables to achieve desired change outcomes.
The ART of Change Management	Successful change management balances process & the art of judgment. This deep dive offers best practices on subjective change mgmt techniques.
Organization Willingness - A Diagnostic Process	The most critical factor impacting change mgmt is people's willingness to change. Leverage our diagnostic to assess organizational readiness.
Driving Advisor Adaption - A Methodology	Getting independent business owners to adapt to new product, services is a challenge. Use our methodology to increase utilization, adaption rates.
Change Management For Advisors	Repositioning an advisors business is tough. We help Advisors lead change required to transition & reposition their business seamlessly.
Change Management Mapping	A comprehensive, subjective based diagnostic to quantitatively assess the need for change in a current business, function or advisor offering.





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Advisor Life Cycle - Retail Advice Model	Enable a single advice channel that offers unique services to an indie Advisor, based on the stage of their business, from start up to succession.
Service Centric - Retail Advice Model	Diversify your retail advice model from product distribution focus, to one focused on offering profitable services to the retail advice marketplace.
Mass Market - Retail Advice Model	Implement a profitable, scalable full service retail advice model to materially penetrate the unique & underserved mass market.
Bionic Family Office - Retail Advice Model	Leveraging innovative concepts, implement a first mover family office retail advice business model to more profitably service the UHNW client market.
Agency Wellness Model - Retail Advice Model	Break the mold between traditional agency and retail advice models. Enable a truly full service, holistic and highly profitable retail wellness model.
Advice Centric - Retail Advice Model	Implement an advice centric model premised upon a cafeteria style service offering and graduated equity ownership, payout and segmented services.
Advice Evolution - From Product, To Service To Funding	As AUM based margins compress, we offer a roadmap to transition from your retail advice model from product, services to funding focus.
Next Generation Vendor Management	As marketplace increases it's dependency on third party service vendors, we offer a forward thinking vendor management model to drive EBITDA.
Mitigating Fiduciary Risk Thru Big Data/Analytics	Leverage the regulated, non regulated big data marketplace and enable immediate opportunity to automate suitability & fiduciary risk assessment.





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Next Generation - Orphan Account Management	Responding to evolving regulatory requirements and profitability pressures, deploy new operating model to compliantly service orphaned accounts.
Monetizing Active Management Thru Digital Utility	Leveraging venture mindset, utilize a digital utility to create open market distribution for Advisors intellectual property in active management.
RIA Consortium - Retail Advice Model	Learn how to enable consortium partnerships to enhance purchasing leverage and negotiate better terms of third party service provider agreements.
Big Data, Analytics & Artificial Intelligence	Outside of traditional investment performance reporting, deploy big data, analytics best practices in recruiting, marketing, operations & risk.
Enabling Client Relationships Thru Tech Ecosystems	Leverage our forward thinking technology delivery methodology designed to maximize Advisor client face time and enhance client relationships.
Roll Up Acquisition Strategy Using Shared COE	Leverage our acquisition roll up strategy to acquire assets at a discount and increase acquisition valuation through transitioning to a shared COE.
Retail Client Data Privacy & Protection	The next big thing, retail client data privacy and protection. Learn trends, risks and our suggested mitigates to reduce your organizations exposure.
Increasing EBITDA – Diversifying AUM Based P&L	Leverage best practices to diversify and create new non compensable revenue streams not linked to traditional AUM based revenue sources.
Enabling An Innovation Services Culture	Enable an innovation culture and enterprise core competency leveraging our first mover innovation organization design, framework and process.





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Think Tank - Align Forward Thinking Strategic Plans	Mobilize thought leadership of strategic customers to roundtable forward looking marketplace trends. Use output to coordinate mutual strategic plans.
Skunkworks - Align Technology Innovation	Engage dependent technology thought leadership to innovate and mobilize collective development of next generation technology services.
Follow The Money - Investment Summit	Summit with venture capital, private equity and investment banking industry focused organizations to glean intelligence of macro marketplace trends.
Designing Product To Enable Advice Services Model	As retail advice firms diversify their operating models from product to service distribution, understand the evolving impact to product design.
Product - Direct To Consumer Online Distribution	Product providers continue to materially invest in alternative channels. Use our best practices to enable direct to consumer online distribution.
Diversifying Into Global Emerging Markets	A rising tide lifts all boats. Diversify distribution to participate in higher growth global markets. Use our methodology to assess this strategic option.
Keeping It Simple - Penetrating The Mass Market	There are material differences in consumer wealth tier segments. Best practice our distribution methods to materially penetrate the mass market.
Bionic Wholesaling - Leveraging Tech For Coverage Scale	Successful salespersons maximize customer face time. Explore technology best practices to increase wholesaling face and relationship building time.
In The Market - Real Time Customer Intel	The most valuable help you can offer an indie advisor, is an active customer lead. Explore how the evolving big data, analytic services market can help.

