



20 YEARS
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ASSOCIATION OF AFRICAN AMERICAN
FINANCIAL ADVISORS
SHAPING THE FUTURE

Financial Professional Development Program Review



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MANAGEMENT CONSULTANTS, LLC

Financial Professional Development Program Review

KEY PERFORMANCE INDICATORS



Increase in Participiation

100+ advisors participated in the FPD Program in 2023, a 1000% increase from the number of advisors that were touched in 2022.



Participant Challenges

The greatest challenge advisors face is business development. Particularly independent advisors (RIA's) lacked the skills to upscale their business.



Key Insights

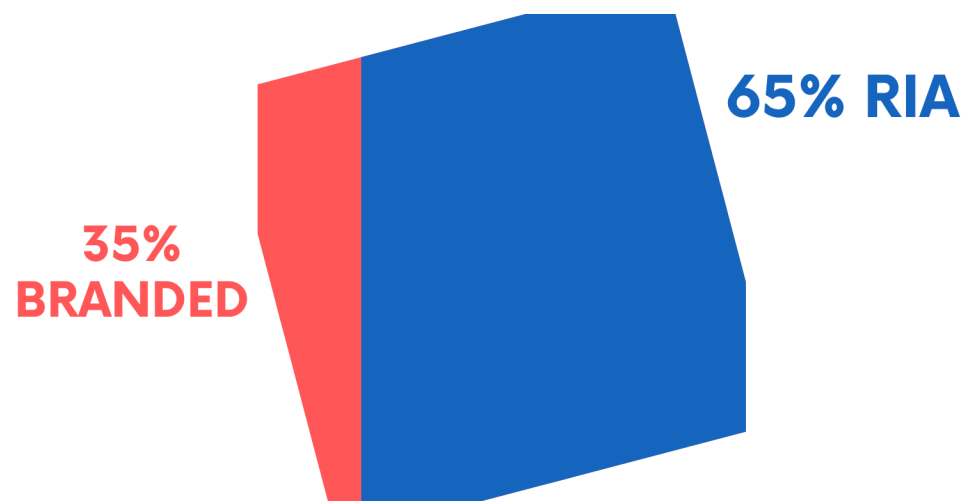
The advisors typically lacked a strong network, i.e. Centers of Influence, Mentors, and business development partners like wholesalers



Financial Professional Development Program Review

KEY PERFORMANCE INDICATORS

We observed a **23% average growth in Assets Under Management** and a **25% growth in revenue YoY**. The participant demographics showed **men at 64% and women at 36%**. Furthermore, **35% of these advisors were branded**, while the majority, **65%, were RIA/Independent Advisors**. Participant feedback has been overwhelmingly positive: we've successfully aided advisors in managing assets worth over \$2 million, offered clear and direct guidance, and consistently provided unparalleled support.



Participant Data

Of the advisors, 35% were branded, and 65% were RIA.

23%



AUM Growth YoY

The average Assets Under Management growth year over year was 23%



Gender Representation

Men represented 64% of participants, while women accounted for 36%.

25%



Revenue Growth

The average Revenue Growth year over year was 25%



AAAA is the Largest Business Resource Group in the Industry

We can Help our Partners with Retention Efforts

AAAA Network by LOB

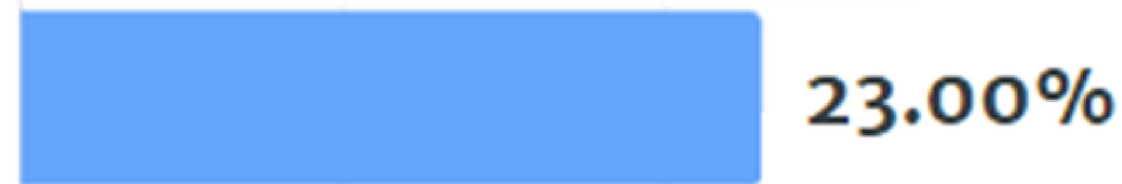
Students/Career Changers



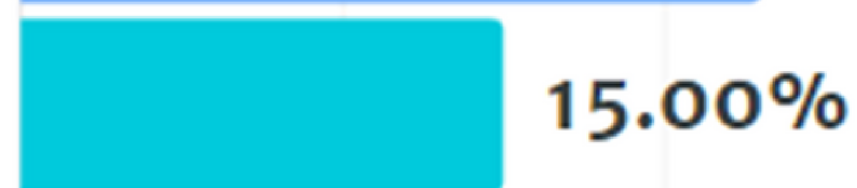
Wirehouse



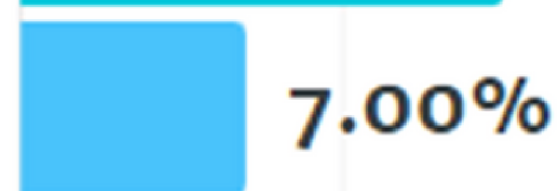
Bank Brokerage



RIA



Independent



Line of Business (LOB) Make up by Percentage.



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