Laureate Center for Wealth Advisors

Laureate Center for Wealth Advisors

The Gathering
Networking, Learning, and Advice

Certified Wealth Strategies Advisor
Increase Your Technical Knowledge

Laureate in Wealth Strategies
Improve Your Quiet Confidence

Laureate Advisors Bureau
Continue to Grow Your Practice

• Attract, engage, and work with your perfect client
• Stay up to date with technical and industry changes
• Improve your quiet confidence
• Take your practice to the next level by working with clients and advisors who appreciate your expertise, having more fun, and increasing your compensation
Laureate Center for Wealth Advisors

• Be the person others turn to when they are looking for Wisdom, Leadership, and Guidance
• Build the methodology and process into your business that embraces change and inclusion
• Help your clients overcome their fears through Advice, Engagement, or Partnering

For more information visit www.laureatecenter.com

Southern California Institute

Shelley R. Lightfoot

• Executive Director, Southern California Institute; Strazzeri Mancini LLP, and California Estate and Elder Law
• SCT Instructor & Program Designer for 50+ program a year
• Guest speaker for various Regional and National Conferences
• Over 25 years experience in financial services industry
• Holds the series 7, 8, 63, and 65 designations

Strazzeri Mancini LLP

Joseph J. Strazzeri, Esq.

• Member of American Bar Association; California State Bar; San Diego County Bar; WealthCounsel
• Principal and Founder of Strazzeri Mancini LLP; Southern California Institute; California Estate and Elder Law; and The Founders Group
• National/Local Educator and Continuing Education Provider
• Published Author of 5 books and numerous course materials
• Community Service and present or former board membership for charities such as Army Navy Academy; Sharp Healthcare Foundation; and the Coming Together Foundation
3 Key Concepts Common to all Successful Teams

- **Reverence**
  - Help other advisors make more money
  - Understand how each gets paid
  - Watch out for those who need to make money this month

- **Quiet Confidence**
  - Comfortable in the unknown
  - Curiosity
  - Patience
  - Listening
  - Absence of pressure, stress, and constraints
3 Key Concepts Common to all Successful Teams

- **Quarterback**
  - Coordination of the group
  - One centralized collection point
  - Could be different team member per client

Inter-Disciplinary Collaboration in the 21st Century

- 3 Key Concepts
- **Licensing and Duties**
- Choose a Process
- Introducing Each Other
- Market Together

Licensing and Duties

- Financial Advisors
- Trust Companies
- Private Fiduciaries
- Tax Advisors
- Attorneys
Licensing and Duties

- Financial Advisors
  - Registered Investment Advisor
  - Stock Brokers and the “New Fiduciary Rule”
  - Insurance Brokers and Agents – What’s the Difference?
  - Retirement Planning and ERISA – Plan Fiduciaries

Licensing and Duties

- Trust Companies
  - Trust Officers
  - Dividing duties in California versus Nevada
  - Administer Trustees
  - Wealth Managers/Advisors

Licensing and Duties

- Private Fiduciaries
  - Exemptions from regulation as:
    - Tax preparer
    - Practice of law/legal advice
    - Wealth management/investments
    - Insurance procurement
Licensing and Duties

- Tax Advisors
  - CPAs
  - Enrolled Agents
  - Licensed Preparer
  - Unlicensed Preparer

Licensing and Duties

- Attorneys
  - Client Disclosure Requirements
  - Sharing legal fees versus hiring sub-contractors
  - Sharing AUM versus solicitor agreements
  - Life Insurance Commissions – a double edged sword

Inter-Disciplinary Collaboration in the 21st Century

- 3 Key Concepts
- Licensing and Duties
- Choose a Process
- Introducing Each Other
- Market Together
Choose a Process

Product & Strategy?
or
Benefit & Process

• General Meeting Process
  – Introduction
  – Collect support documents
  – Meeting 1 - review docs, review your process, and get client to move forward
  – Meeting 2 - obtain client impressions, your impressions, and client buy-in to process – or make better
  – Design 1
  – Design 2
  – Meeting 3 - show client new stuff/way, get ok to do it
  – We did it celebration (stop indentured servitude and produce future value)
Choose a Process

- Communication issues
  - Privilege problems and waivers
- Fee Sharing (again)
  - Licensing and ethics
- Redundancies/client service
- Overall cost to client family and disclosure

Choose a Process – Conducting the Analyze and Test Meeting 2

Text Number: (858) 284-1911
Text Code: 2017FASMemo
Inter-Disciplinary Collaboration in the 21st Century

- 3 Key Concepts
- Licensing and Duties
- Choose a Process
- Introducing Each Other
- Market Together

Introducing Each Other

- Ok we like each other – now what?
- Process for handling referrals
- Develop team collaborative Introduction Model
- Client and other advisor’s measuring sticks
- Get to know each other on a personal level

Introducing Each Other – Collaborative Introduction Protocol

Text Number:
(858) 284-1911

Text Code:
2017FASIntro
Inter-Disciplinary Collaboration in the 21st Century

- 3 Key Concepts
- Licensing and Duties
- Choose a Process
- Introducing Each Other
- Market Together

Market Together

- Websites
- Social Media
- Teaching Programs
  - Develop a platform
- Leverage each other’s publications and large successful cases
  - “Yes, we can help with that”

Inter-Disciplinary Collaboration in the 21st Century

- 3 Key Concepts
- Licensing and Duties
- Choose a Process
- Introducing Each Other
- Market Together
INTER-DISCIPLINARY COLLABORATION IN THE 21ST CENTURY

Examples of what we do

Translation Tools

INTER-DISCIPLINARY COLLABORATION IN THE 21ST CENTURY

Examples of what you will do
The Laureate Program

Join Us

• Laureate Gathering 2017
  – February 24 & 25, 2017
  – Visit www.2017gathering.com
• Certified Wealth Strategies Program (CWSA)
  – May 2 – 6, 2017
  – September 12 – 16, 2017
  – Visit www.laureatecenter.com
• Laureate in Wealth Strategies Program (LWS)
  – September 12 – 16, 2017
  – Visit www.laureatecenter.com

Questions & Discussion

Text Number:
858-284-1911

Text Codes:
Conducting the Analyze and Test Meeting 2 – 2017FASMemo
Collaborative Introduction Protocol – 2017FASIntro