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Adhesion Wealth Advisor Solutions' Survey Reveals Over 63% Of RIAs and Wealth Advisors Report Their Stress Levels Rose in the Past Year

Survey Reveals Increase in Stress Levels for Wealth Advisors, Despite Bullish Markets and Reported High Levels of Enjoyment Garnered from Profession

June 24, 2014 – Charlotte, NC – Adhesion Wealth Advisor Solutions Inc. (“Adhesion”), a leading provider of turnkey investment solutions for wealth advisors nationwide, today published the results from its first “RIA Stress Survey,” designed to gather information from wealth advisors of all sizes and in many states to determine not only what their biggest stressors are and the direction of their stress levels, but also how top advisors are addressing and alleviating the stressors derived from their profession.

According to the advisors surveyed, 79% rated their job’s stress level at a 7 or higher, while 68% rated the enjoyment that they get from their job as a 7 or higher. More than 63% said that their stress level had increased over the past year.

“RIAs need to focus on reducing their stress levels,” said Michael Stier, president and CEO of Adhesion. “Our hope is that the survey results will enable clients to evaluate their own practices, learn from their peers, and to find strategies to help them cope with and/or decrease their stress levels, before they experience RIA burnout.”

Stier added, “Our focus has always been, and will always be, on allowing RIAs to relinquish the day-to-day operational tasks required in their business, so that they can focus on that part of their job that brings them the most joy—client relationships. This, in turn, should reduce their professional and personal stress levels.”

The weight of responsibility for the financial wellbeing of the RIAs and wealth advisors clients ranked first among the stressors from their professional responsibilities, with more than 52% assigning it a 9 or 10. In second place were client demands and expanding services with nearly 37% assigning this stressor a 9 or 10. More than 42% of the advisors said that marketing and building their business was another major stressor as was finding time to do what they enjoy on a personal level. In fact, when asked, “Is

there another major stressor not listed,” 50% of respondents replied that finding a work/life balance was a major challenge.

Interestingly, external stressors such as market volatility and increased competition were not given very high ranks by the advisors surveyed this quarter.

When surveyed on ways that these advisors cope with or manage their stress levels, 42% cited exercise and/or meditation as their top answer.

Nearly 74% of those surveyed categorized themselves as either an RIA or a Wealth Manager with an average 18 years in business and 82 in-house employees. The average AUM for these firms is nearly \$450 million.

The RIA Stress Survey is the latest educational initiative that Adhesion has introduced in the last few months, including partnering with Bob Veres on to produce a highly attended webinar, “[Handling Advisor Burnout](#),” and a white paper, “[Solving the Burnout Crisis](#).” Adhesion plans to conduct the RIA Stress Survey on a quarterly basis so that it can assess the changes in the level of RIA stress and identify new stressors.

To request inclusion for the next RIA Stress Survey, which will be sent in September, please contact Kathran Martin at kjmartin@eliteadvisorgroup.com. For more information, or to speak with an Adhesion executive, please contact Melinda Staab at Melinda@DAIPartnersPR.com or 443.831.5111.

About Adhesion Wealth Advisor Solutions

Founded in 1999, Adhesion’s flexible solutions and high-touch service model are specifically designed to enhance an investment advisor’s value to their clients. Adhesion serves as a true partner, providing a scalable, flexible and customized Investing-Monitoring-Reporting solution. The Adhesion Partnership meets the unique needs of each client firm, providing the tools that enable them to improve their client experience and more profitably grow their business from within, while achieving operational excellence. Located in Charlotte, NC, Adhesion currently has more than \$12 billion in assets under administration. For further information, visit Adhesion Wealth Advisor Solutions at www.adhesionwealth.com.

How much enjoyment do you get from your job?

