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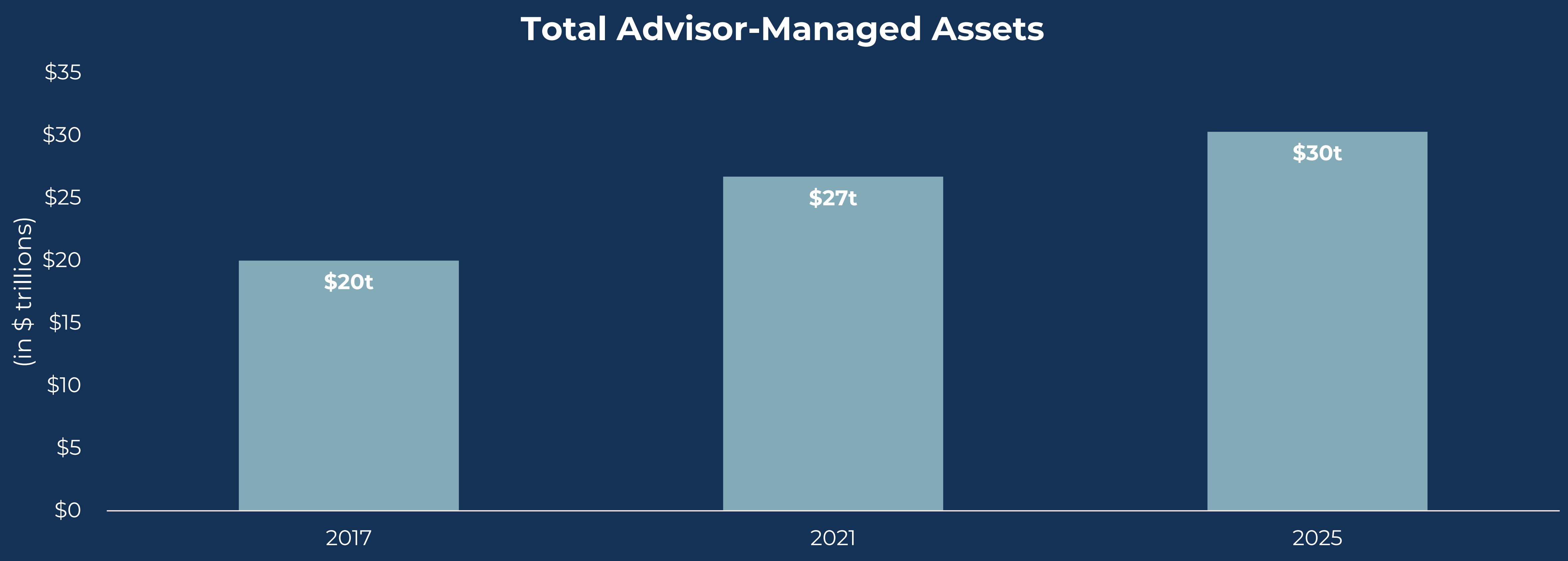
# A Look into the Future:

## Future Advisor Program Panel Discussion

Jay Dryden, CFP®
Julie Murphy, CLU®, ChFC®, CFP®
Todd Woodard, CFP®
Moderated by: Katelyn Mew

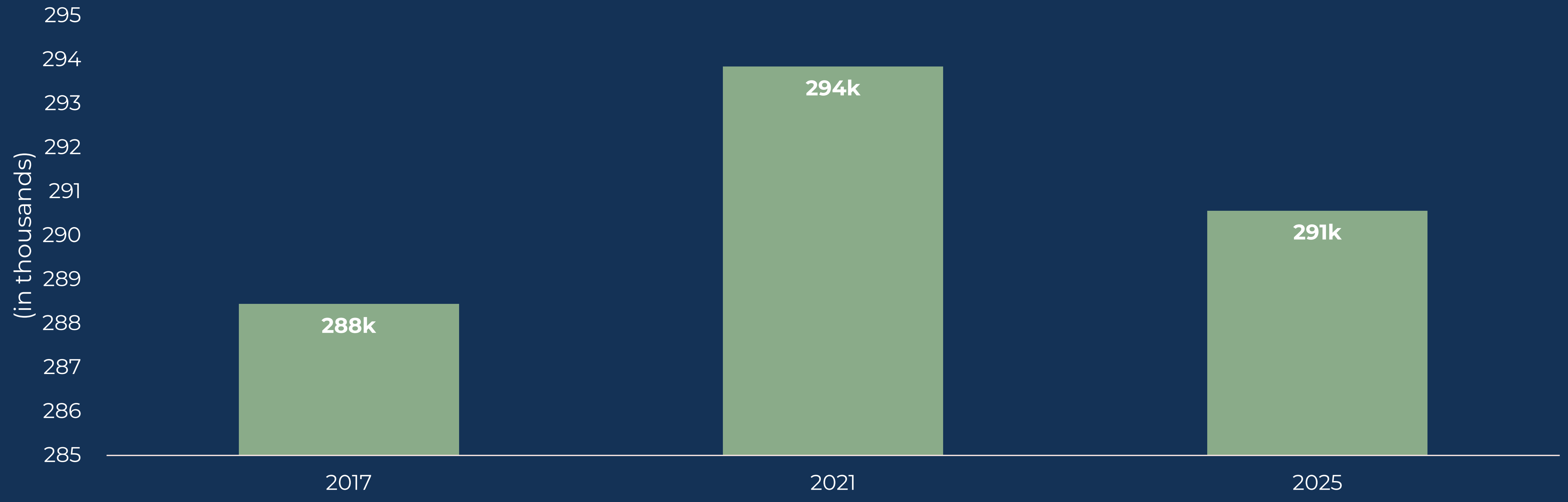



## The industry is large and growing

Source: Cerulli Lodestar Financial Advisor Intermediary, June 2022

For financial advisor use only.

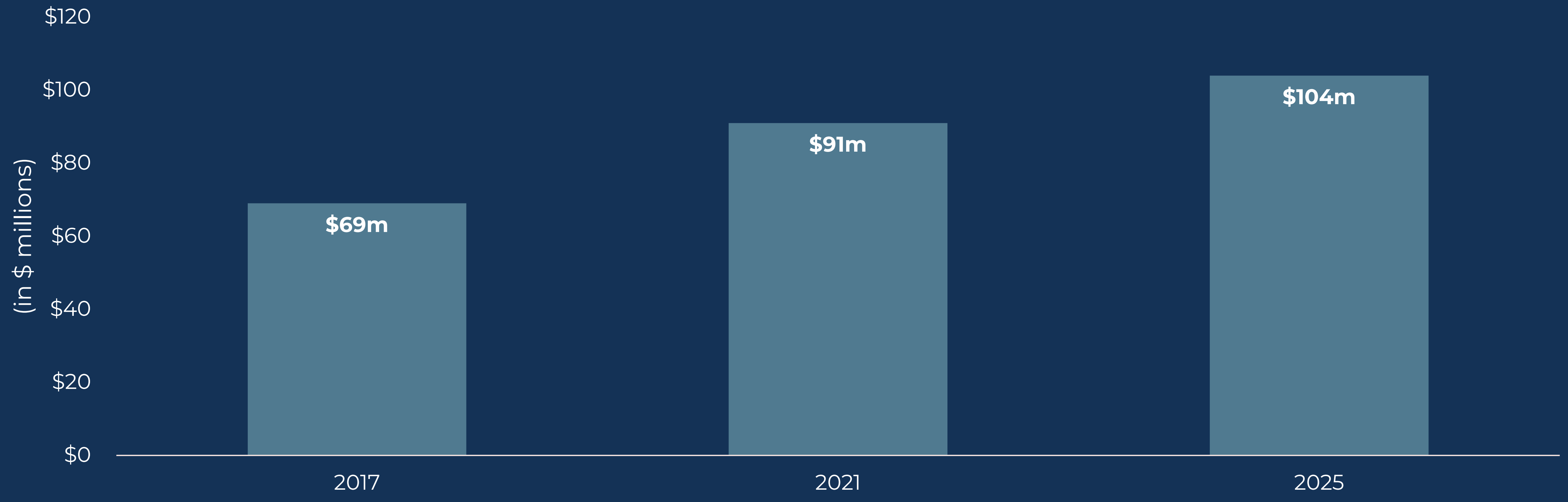
# Total Number of Advisors




## The number of advisors is expected to decrease

Source: Cerulli Lodestar Financial Advisor Intermediary, June 2022

## Opportunity per Advisor




**The opportunity per advisor will increase**

Source: Cerulli Lodestar Financial Advisor Intermediary, June 2022



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Over the next 10 years,

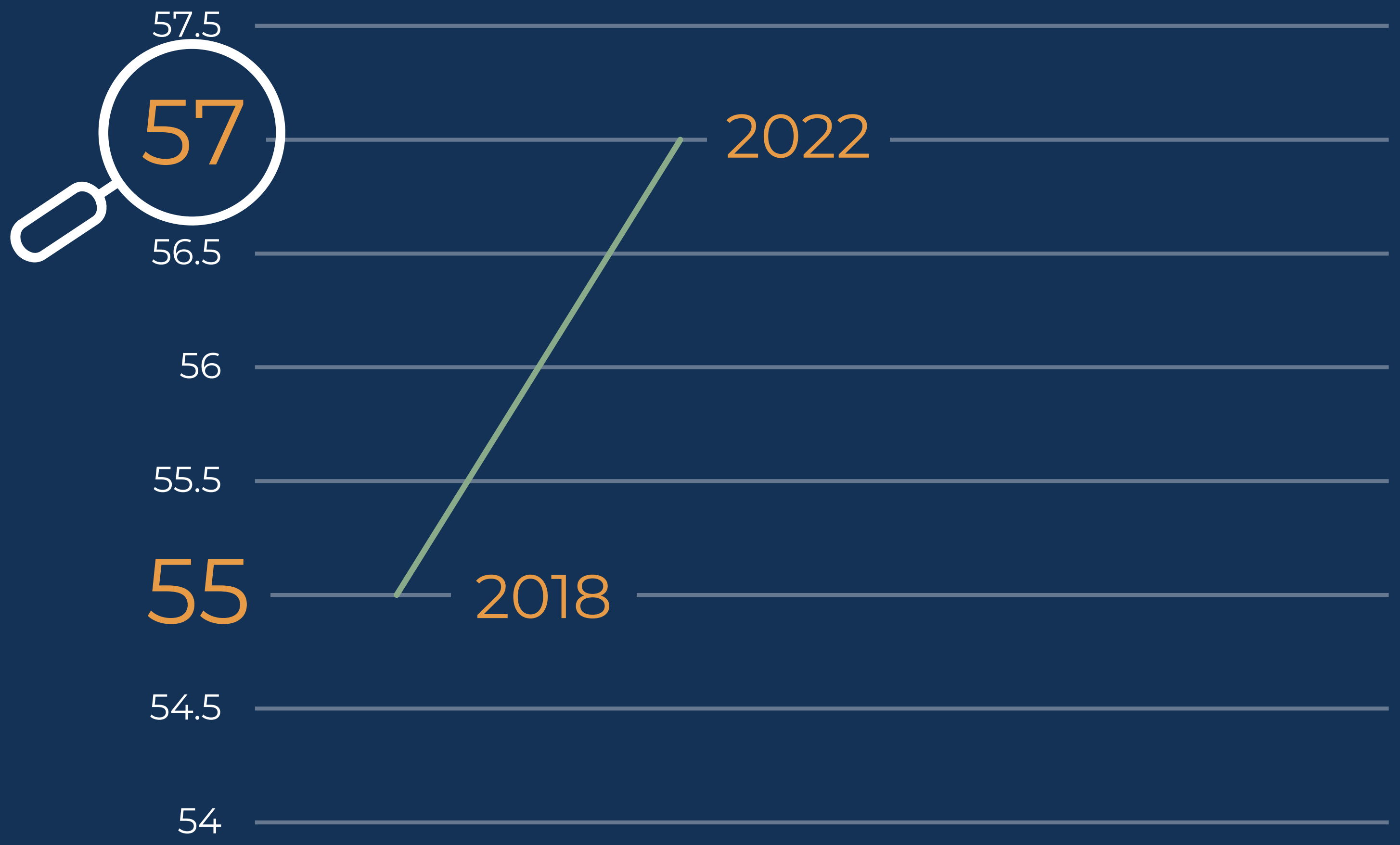
**108,000 advisors with $10.4 trillion**

are expected to transition

Source: Cerulli Advisor Metrics 2021

# The average age of the financial advisor across the industry was 55 in 2018 and climbed to 57 in 2022.

1/5 of these advisors are over 65.




Source: JD Powers Study: 2018 and 2022

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# 27.7% of all financial advisors are women, while 72.3% are men

Source: Zippia, “Financial Advisor Demographics and Statistics in the US”, Sept. 2022



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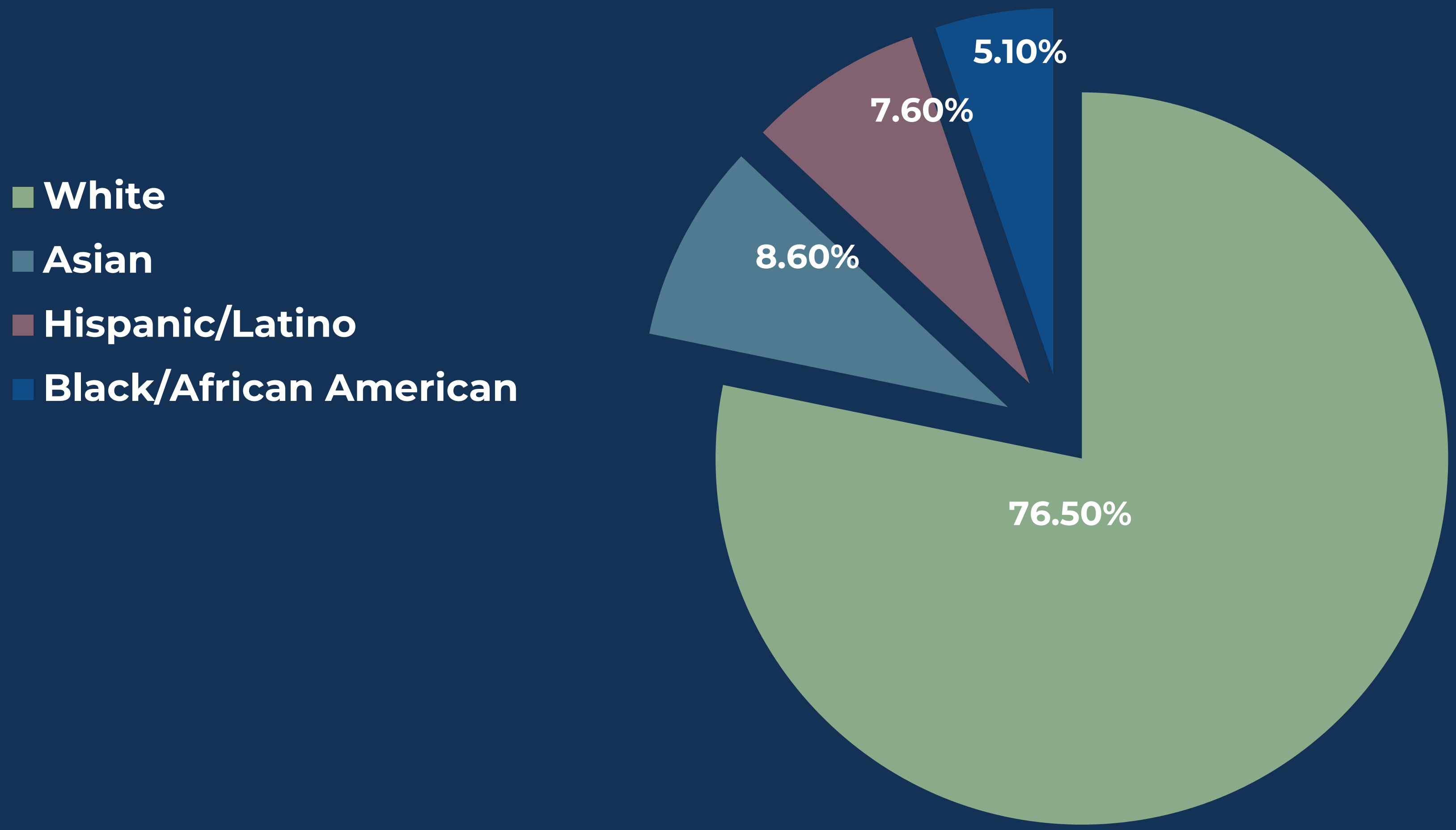
The most common ethnicity of finance advisors is White (76.5%), followed by Asian (8.6%), Hispanic or Latino (7.6%), and Black or African American (5.1%).




Source: Zippia, "Financial Advisor Demographics and Statistics in the US", Sept. 2022

“When a client is working with you,
they want to feel comfortable they have someone who can relate to their issues.”

-Manal Fouz

Source: CNBC, “Financial Advisory Industry Grappling with Lack of Diversity”, Oct 2021

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**"I became a financial advisor to have the opportunity to touch people's lives in a meaningful way.**

**It gives me the chance to build meaningful relationships with my clients and guide them towards their personal and financial goals."**

- Laura Banasiewicz, CFP®, CRPC

Source: CNBC, "Financial Advisory Industry Grappling with Lack of Diversity", Oct 2021



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“I’ve realized most family issues are rooted in money problems.

It's so powerful for me to help people through major milestones and give them the roadmap for their future."

- Laura Walsh, M.S., CFP®, AIF®, CIMA®, CPWA®, RICP®

Source: CNBC, “Financial Advisory Industry Grappling with Lack of Diversity”, Oct 2021

**Jay Dryden** CFP®

Vector Wealth Strategies, LLC

**Todd Woodard** CFP®

Mosaic Wealth

**Julie Murphy** CFP®

JMC Wealth Management

**Katelyn Mew**

Managing Director, Advisor Programs

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