

# Fact vs. Fiction

Getting to the truth about the independent RIA model.



**FICTION**

Starting your own business is too daunting.

**FACT**  
**96%** of advisors at RIA firms who were surveyed would make the decision to go independent again.<sup>1</sup>

Schwab Advisor Services™ can help you with the transition, consult on growth strategies, and more—like we’ve done for advisors at over 7,500 Registered Investment Advisor (RIA) firms.



**FICTION**

Clients won’t go with you when you leave.



**FACT**  
**87%** of clients, on average, stay with advisors who join or form an independent RIA firm.<sup>1</sup>

**FICTION**

Compliance and security are too risky to handle on your own.

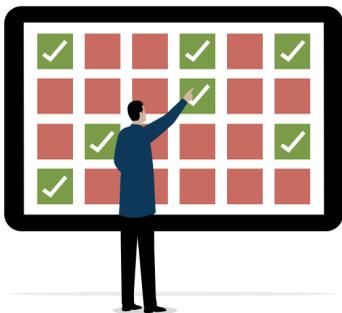
**FACT**  
Schwab can connect you with third-party resources for compliance support, including consulting, insurance, recordkeeping, and software.

“RIAs are often surprised that their fear of compliance was unsubstantiated,” says Brian Hamburger, president and CEO of the compliance consultancy MarketCounsel.<sup>2</sup>



**FICTION**

You won’t have access to the technology you need.



**FACT**  
Schwab works with over 70 technology providers,<sup>3</sup> and our technology engineers can help you find the best solutions to meet your clients’ needs.

**FICTION**

You won’t have access to the right investment products.

**FACT**  
At an independent RIA firm, you have the freedom to select investment products that are best for your clients.

With Schwab’s open architecture platform, you get the flexibility and comprehensive trading options you need to direct the assets that you manage.



**FICTION**

A forgivable loan with your broker-dealer makes it too big a challenge to go independent.



**FACT**  
There are many financing options available from resources that specialize in the unique situations of RIA firms.

These third parties provide packages for covering the costs of transitioning, including financing a forgivable loan note.

Now that you know the facts, let’s talk about making the move to the independent RIA model a reality for you.

Talk with your Schwab Business Development Officer to learn more.

Haven’t connected with us yet?  
Visit [advisorservices.schwab.com](http://advisorservices.schwab.com) or call 877-687-4085.

1. *Independent Advisor Sophomore Study*, Schwab Advisor Services and Logica Research (formerly Koski Research), March 2018.  
2. MarketCounsel Consulting, LLC is not affiliated with or employed by Charles Schwab & Co. Inc.  
3. As of September 2019.

For informational purposes only.

Schwab Advisor Services serves independent investment advisors and includes the custody, trading, and support services of Schwab. Independent investment advisors are not owned by, affiliated with, or supervised by Schwab.

Schwab Advisor Services does not provide legal, regulatory, or compliance advice to independent RIA firms.