
MARINER

Want to Maximize Your Growth? Start by Turning Down the Noise



Reaching your growth potential is a top goal of just about every wealth advisor. And in theory it's simple:

By working closely with clients, you demonstrate real value that engenders loyalty and helps bring in new business.

Too often, though, advisors are distracted by the "noise" of back-office administrative and operational tasks. Being swamped with paperwork and other responsibilities isn't why you became an advisor in the first place—and it can eat into the time, energy and resources you need to expand your business.

The good news? It's easier than ever to turn down the noise by partnering with Mariner, either by joining us or by affiliating with Mariner Independent. Our robust capabilities allow advisors to offload many time-consuming tasks, freeing you to focus on the work you love.

"A lot of other firms say that they reduce the noise, that they allow their advisors to focus on providing advice and planning. But they don't—and Mariner does. I can hand off responsibilities for things that I could not hand off at any other firm."

— Mari Peralta, CFP®,
Mariner Senior Wealth Advisor



Turning Down the Noise

Much of a typical advisor's work consists of tasks that don't directly enhance the client service experience. You and your team may spend hours every week searching for records, for example, or managing compliance paperwork.

If you're tired of regulatory compliance, client onboarding, IT management and other back-office responsibilities, Mariner can help take them off your plate.

We can also help with other time-consuming responsibilities, including human resources. Our HR department is well versed in employment laws and benefits administration and can help free you from managing employee lifecycles and a variety of administrative tasks. For teams that affiliate with Mariner Independent, we can recommend trusted third-party human resources vendors to lighten your workload.

Robust marketing support is also available to Mariner wealth advisors and affiliated advisors. It includes digital and traditional marketing strategies as well as tools for proposal generation and client communication. Our dedicated marketing team stands ready to help you enhance your outreach and grow your business.

Freed from the responsibilities you may find least rewarding, you'll regain something irreplaceable: time. The average advisor spends **12.8%** of their day on management and administrative tasks alone—compared with **9.4%** meeting with existing clients and **14.5%** on business development and meeting with prospects.¹

Spending less than **13%** of your time on management and administrative work may not seem like it could significantly hinder the growth potential of a business. But every advisor is familiar with the financial concept of interest compounding. In the same way, consistently spending even a little more time each week with clients and prospects can potentially compound your growth rate.

"My affiliation with Mariner ... has allowed me to spend more time with my clients face-to-face and find better solutions with the more complex situations that we encounter."

— Erin Zylka, founder, Kona
Financial Planning



But spending time on administrative tasks doesn't just mean time not spent building your business. Such work can also be mentally draining, potentially reducing effectiveness in other areas. What's more, as your business grows, you could find yourself doing even more of this undesirable work.

At Mariner, we're passionate about giving you back your time. It's up to you what to do with it. Will you deepen client relationships, potentially increasing client satisfaction and gaining more assets? Perhaps you'll focus on adding more lucrative clients with complex needs. Whatever your focus, we have the expertise and tools to help.

ACCESS TO KNOWLEDGE

If you'd like to learn more about how Mariner can help you turn down the noise, please contact Katie Hambrock, advisor talent partner, at katie.hambrock@marinerwealth.com or 913-378-1326 or simply click the button below.

Let's Chat

For more information visit: joinmariner.com

[Kitces.com](https://www.kitces.com)

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