clientwise™

FACULTY MENTOR PROGRAM™

Industry Leaders Mentor High Performing Advisors

This monthly mentoring program moderated by Scott Sparks, Ben Beshear and Ray Sclafani promises to provide valuable insights and knowledge from industry leaders, helping you enhance your skills and excel your advisory practice. Each has moderated hundreds of learning sessions and are now bringing the best of all of our content to one place. This is perfect for the entrepreneurial advisor who has built or aspires to build a multi-million plus practice.

SESSION 1 Ensemble & Teams Best Practices

Tuesday, March 5, 2024

Moderator: Scott Sparks, Ben Beshear and Ray Sclafani

- How to select the right partners
- How to handle cash flow in a solo and multi-partner practice (Guaranteed Payments, Salary, Profit Distributions, Expenses, etc.)
- Best practices for your legal documents
- Team member-to-advisor ratios
- Lots of other tips and insights

SESSION 2 High Net Worth Case Study

Tuesday, April 2, 2024

Moderator: Scott Sparks

- How to get a prospect from "I am all set" to "that is interesting"
- $10M IPS case examples
- Solution and Product Stack
- Visuals and PX
- Actual Recommendations

SESSION 3 Choosing Partners Wisely: When to bring on an equity partner – When to Use Succession Affiliate vs. Ensemble Affiliate

Tuesday, May 7, 2024

Moderator: Ray Sclafani and Scott Sparks

- Purpose of equity dilution
- Passage to Partnership™ criteria outlined
- Measuring Partner Performance
- How to leverage the Advanced Advisor Platform Roles

SESSION 4 Retirement Distribution Planning Execution in Practice

Tuesday, June 4, 2024

Moderator: Ben Beshear

- Selling the retirement distribution plan
- Executing on the plan (Batching Tasks)
- Scaling the plan across an entire practice (in reality)

Tips and Insights: Roth Conversions vs Capital Gain Harvesting at 0%, Deduction Bunching, Tax Bracket Strategies, Social Security timing, and tax traps to avoid

SESSION 5 A Deep Dive on Charitable Planning

Tuesday, July 2, 2024

Moderator: Scott Sparks and Ben Beshear

- Understanding the differences between Private Foundations, Donor Advised Funds, CLATS, and CRATS
- Pairing strategies
- Uncovering the need
- Implementing the solution
- Tips and Insights: naming the DAF and picking the solution (advisory or brokerage)

SESSION 6 Increasing Your Effectiveness in the High-Net Worth Space

Tuesday, August 6, 2024

Moderator: Scott Sparks

- A new spin on what is working today in this environment
- Effective use of the EY study
- Why is a balanced integrated approach better
- "But AUM pays mor than a 1x PDIA commission" What is the right thing to do?
- How to articulate your value proposition to the High Net Worth
- How to attract high-net worth clients in a competitive landscape
- Yes! PX works for high-net worth clients – Here's how!

SESSION 7 Choosing the Right Advisory Platform to Optimize Practice Efficiency & Remain Competitive

Tuesday, September 3, 2024

Moderator: Scott Sparks and Ben Beshear

- When to use Signature Portfolio versus Signature Choice
- How we are using PCS and SMA
- How and when alternatives get included
- Explaining the value to a client
- Balancing sizzle versus scale

SESSION 8 Team Logistics

Tuesday, October 1, 2024

Moderator: Scott Sparks and Ben Beshear

- Vision
- Org Chart
- Timing and Agenda of Team meetings (Weekly, Quarterly, Annual)
- File Organization
- Calendar Coloring-ideal calendar
- Moving cases from open through the team efficiently

SESSION 9 What Legal and Tax Considerations When Setting Up Your Firm

Tuesday, November 5, 2024

Moderator: Ben Beshear, Ray Sclafani, & John Watkins J.D.

- Incorporation (LLC, S Corp, Partnership)
- Maximizing the QBI Deduction
- Understanding options for state tax using PTE
- Understanding capital gains versus ordinary income when selling or buying a practice
- Using the 754 Election to make financing an acquisition more effective
- Begin with the end in mind: Planning for sale and education on valuation:
  - Top Line Multiple
  - EBOC Multiple
  - EBITDA Multiple

SESSION 10 Team Design with Role Clarity and Compensation Guidelines

Tuesday, December 3, 2024

Moderator: Scott Sparks and Ben Beshear

- Understanding the key roles needed in your advisory firm
- Job Descriptions for each role
- Compensation Benchmarking
- Hiring guidelines
- Roadmap and Compensation for Lead Advisors
- Culture Intentionality (Culture Code and 5 Capitals)
- Performance Review Process

SESSION 11 An Inside Look at the P&L of Sparks Financial and LiveWell Capital with Benchmarking Observations

Tuesday, January 7, 2025

Moderator: Scott Sparks, Ben Beshear and Ray Sclafani

- Best practices for each category of expenses
- Understanding the right ratios for professional compensation
- Lessons learned (mistakes we've made)

SESSION 12 The Agenda of a Wealth Management Meeting

Tuesday, February 4, 2025

Moderator: Scott Sparks, Ben Beshear and Ray Sclafani

- The Close Agenda
- Portfolio auditing process
- The Review Agenda
- PX Templates (Under 50/Over 50)
- Visuals to bring to meetings
- Research to bring to meetings

SESSION 13 How to Onboard, Train, Develop, Compensate, and Promote Lead Advisors

Tuesday, March 4 2025

Moderator: Ben Beshear and Ray Sclafani

- When to use the Entity Advisor Contract
- Where to find Lead Advisors
- How to compensate lead advisors
- Sample training and development plan

SESSION 14 Building Long-Term Incentives for Non-Equity Owners

Tuesday, April 8, 2025

Moderator: Ray Sclafani

- Synthetic Equity
- Phantom Stock
- Cash Based LTIP program design

SESSION 15 Drivers of Enterprise Value

Tuesday, May 6, 2025

Moderator: Ben Beshear, Ray Sclafani, Scott Sparks, and Owen Dahl

- Maximizing Value
- The Drivers that Matter Most
- Where to Reinvest Company Capital

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PROGRAM DETAILS

Duration: 15 Months

Frequency: 1 per month

Time/Date: 10 a.m.- 12 p.m. ET on first Tuesday of each month. Sessions will be recorded, and access will be available after each session.

Duration: 2 hours per month

Platform: Zoom (Invitations available at sign-up)

Cost: $15,000 (Billed monthly to credit card)

HOW TO ENROLL

1. Fill out the form on www.clientwise.com/mentors
2. You will receive an email that includes next steps which will prompt you to log-in or sign up to the ClientWise eXchange™ community
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