



Break Up With Your Broker Dealer:

A 5 Step Cheat Sheet
to Moving On



Silver Oak
Securities



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As the industry shifts and traditional broker dealers place more and more emphasis on money, acquisitions, and growing their advisor numbers, they've lost sight of what really matters: you.

And as a result, you're losing. You're losing acceptable levels of service, you're losing your voice in a large sea of financial professionals, and you're losing precious time that could be spent with clients to deal with the admin challenges that your broker-dealer should be addressing.

If this sounds familiar, it may be time to move on.

That's easier said than done, though. Even when your firm isn't treating you the way you deserve, 'breaking up' can be a challenge.

But we believe you and your clients deserve better. So we put together this five-step guide to help you get back to running your business in a way that fuels your passion and creates better experiences for those you serve.

Tip #1: Determine Your Needs

Think about what you're frustrated with at your current firm. Now turn that into a list of non-negotiables you're looking for from a new broker-dealer relationship. Making a move is a big decision, so be sure you know the factors that will make it worth your while, from higher payouts to access to leadership to a service model that prioritizes your needs.



Tip #2:

Remember That to Care for Others, You Need to First Care For Yourself

As a financial professional, you most likely got into the industry to make a positive impact on people's lives. But somewhere along the way, your broker-dealer's or wirehouse's priorities evolved, and not in support of your needs or your clients'.

To get back to doing business in a way that fuels the lives of the people around you, it's critical to make yourself a priority. Remember that as you vet potential new relationships.



Tip #3:

Don't Bargain

When it comes time to submit notice to your current broker-dealer, keep in mind they may try to sweeten the pot for you by offering more money or related benefits. But ultimately, the low standard of service that drove you to look for a new home in the first place isn't going to change.



Tip #4:

Connect with Peers and Colleagues

Staying connected to colleagues and industry peers is a great way to find out what else is out there and learn more about the issues others are facing. While no two firms are the same, it's clear there are trends shaping the industry, and it can be both helpful and empowering to hear about how other financial professionals are facing them head on.



Tip #5:

Look For Firms That Prioritize Service Leadership

When looking for another broker-dealer, keep an eye out for firms that prioritize service leadership.



At Silver Oak, we've built our business on a yes-first culture that welcomes financial professionals' innovative ideas and individual voices as powerful contributions to our success. Silver Oak empowers independent financial professionals to shape the future of financial services by providing the flexibility and support they need to bring their most innovative ideas to life.

Partner with a firm that wants better for you.

Let's connect and see if Silver Oak is the right fit for your business.

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