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*The* **RIA**  
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# Publisher's Letter



Whether you are considering launching an RIA firm, have already made the transition or are looking to break away, you recognize that the RIA model is unique and provides your clients with a very different type of advisor/client relationship. Much has already been written about fiduciary standards, but the RIA model has the best prospects of restoring investor confidence. Of course starting any new venture, or trying to grow an existing business, has many challenges. Our **RIA Services Resource Guide** is written to help you navigate this dynamic terrain. In the pages ahead, we look at current best practices and offer advice on how to network with your peers. We provide you with a directory of vendor options and offer guidance on how to best access custodians' resources to help you make more informed decisions about your future. We even give you expert tips on how to create a team-oriented culture within your practice.

As the RIA model continues to accelerate, look to *Financial Planning* to be your resource and help you cultivate and grow your business. Thank you for reading our first guide exclusively focused on the needs of the RIA market. We look forward to bringing you additional tools and information in future publications.

Sincerely,

Tim Whiting  
Publisher

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