

# EXTERNAL INVESTMENT MANAGEMENT

ADVISOR ATTITUDES AND ADOPTION: 2016 EDITION



45% say investment research is key to their value proposition

53% say the chief benefit of external management is having more time with clients

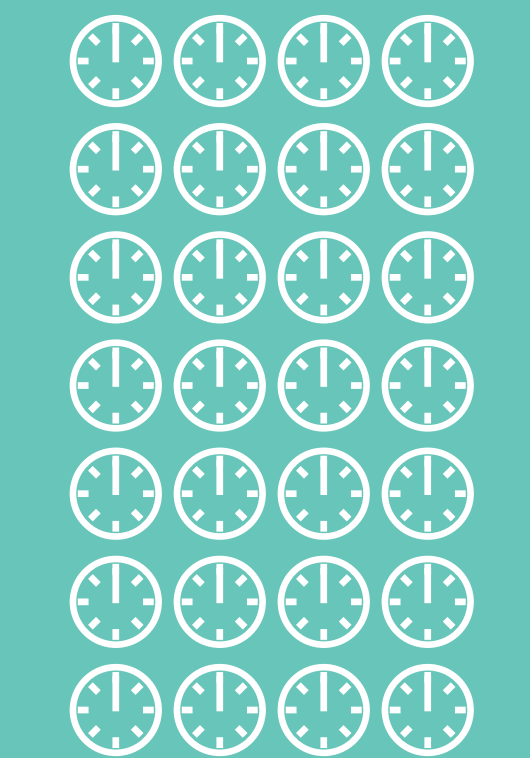
58% haven't ruled external management out



53% use external management to free up time for business development



52% report growth in their client base as a result



Advisors that keep investment management in-house spend 28 hours/week on investment activities

17% outsource all activities



62% of advisors that don't use external investment management do use an external provider for help with investment product analysis



96% of advisors using external investment management are satisfied with their decision

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