

## U.S. Entrepreneur

The average U.S. entrepreneur spends 68.1% of time on day-to-day and only 31.9% of time on business

[\(The Alternative Board\)](#)

68.1%

31.9%

## Hyper-growth RIA

The majority of hyper-growth RIA firms dedicate six hours or more per week solely to growth initiatives

[\(Nitrogen\)](#)

6<sup>HS</sup>

## Growth Leaders

60% of growth leaders have a clear multi-year mandate to pursue growth initiatives

[\(McKinsey\)](#)

60%

## Performance

Only 21% of employees feel their performance metrics are within their control, and 40% feel their manager holds them accountable for goals they set

[\(Gallup\)](#)

21%

40%

## RIA firms

89% of top performing RIA firms place an emphasis on teamwork and building collegial connections

[\(Schwab\)](#)

89%

## Feedback

85% of clients will give feedback when the client experience is good, 81% will give feedback with a bad experience.

[\(Survey Monkey\)](#)

85%

81%

## Households

Households in which the next generation is engaged generate 160% of the revenue and 270% of the profits of households without family engagement.

[\(Fidelity\)](#)

160%

270%

## High-growth Advisors

Under \$250,000 in revenue, referrals tended to make up 27% of the new client revenue – referrals are 27% of new client revenue – in the \$500,000 - \$749,000 range, 33% of high-growth firms rely on referrals for new client revenue.

[\(Kitces\)](#)