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Q3 2026

RIA M&A DEAL BOOK

CONSULTING | INVESTMENT BANKING | VALUATIONS



The Streak Is Over: RIA M&A Drops 17% in Q3

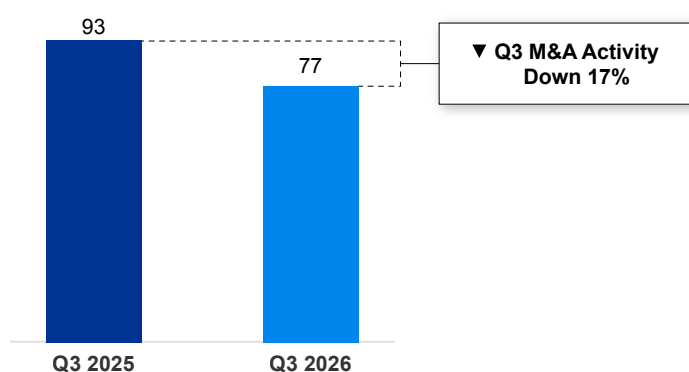
Volatility sidelines smaller sellers, while mega sellers keep setting the pace

The streak is over. For seven straight quarters, RIA M&A set or tied a record for each period of the year. In the third quarter, activity fell 17%. The industry announced 77 transactions, down from 93 a year earlier, marking the clearest break in the market's upward trajectory since activity plateaued in 2022 and 2023.

Don't mistake a slowdown for a retreat. Through September, the industry has announced 244 transactions, slightly ahead of last year's record pace. Mega sellers have already broken their full-year record with a quarter to spare, and *Consolidators* are doing more than half of all deals. The market isn't shrinking. It's sorting, and the firms with scale, professional management and capital are pulling away from everyone else.

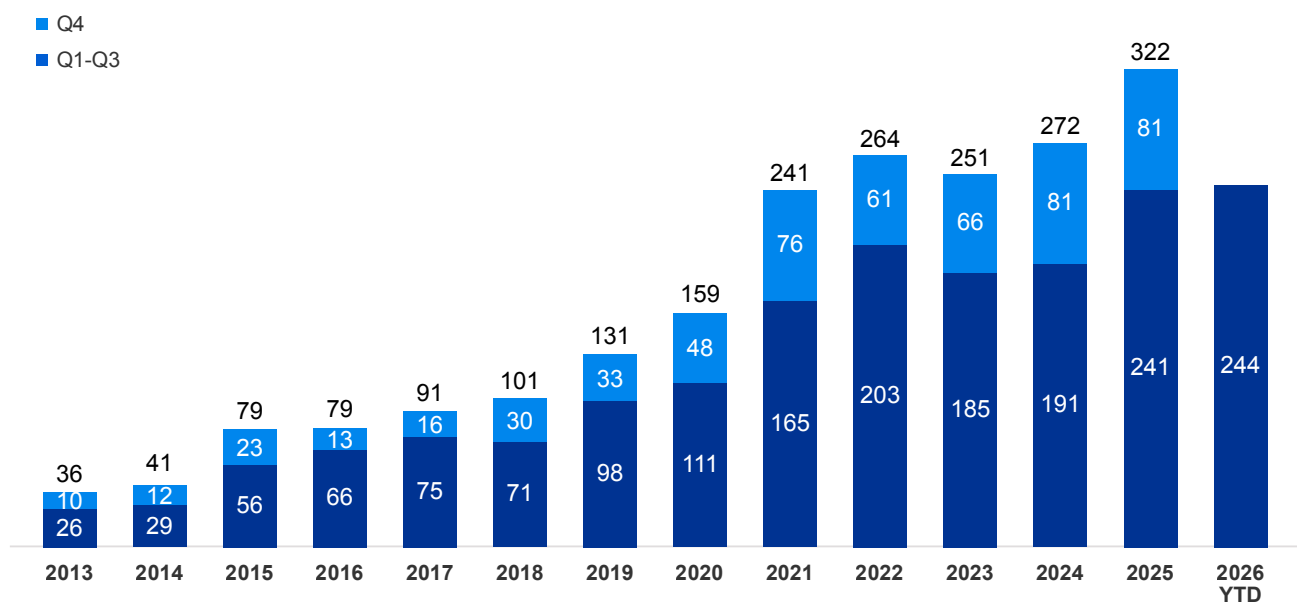
Third Quarter M&A Drops 17%

Q3 Transactions: 2025 vs. 2026



RIA M&A Holds Near 2025's Record Pace

Annual and year-to-date M&A activity



Today's Transactions, Yesterday's Decisions

To understand the third-quarter slowdown, it is necessary to look back at the conditions owners faced when deciding whether to sell. Every announced transaction begins with that decision, typically made many months earlier.

A professionally managed sale process typically takes about six months from decision to announcement, while do-it-yourself transactions, in which owners sell without an investment banker, often take 12 to 18 months. As a result, announced transactions are a lagging indicator of owner sentiment. When activity rises or falls unusually, the six to 18 months that preceded it often reveal whether external factors influenced owners' decisions to sell.

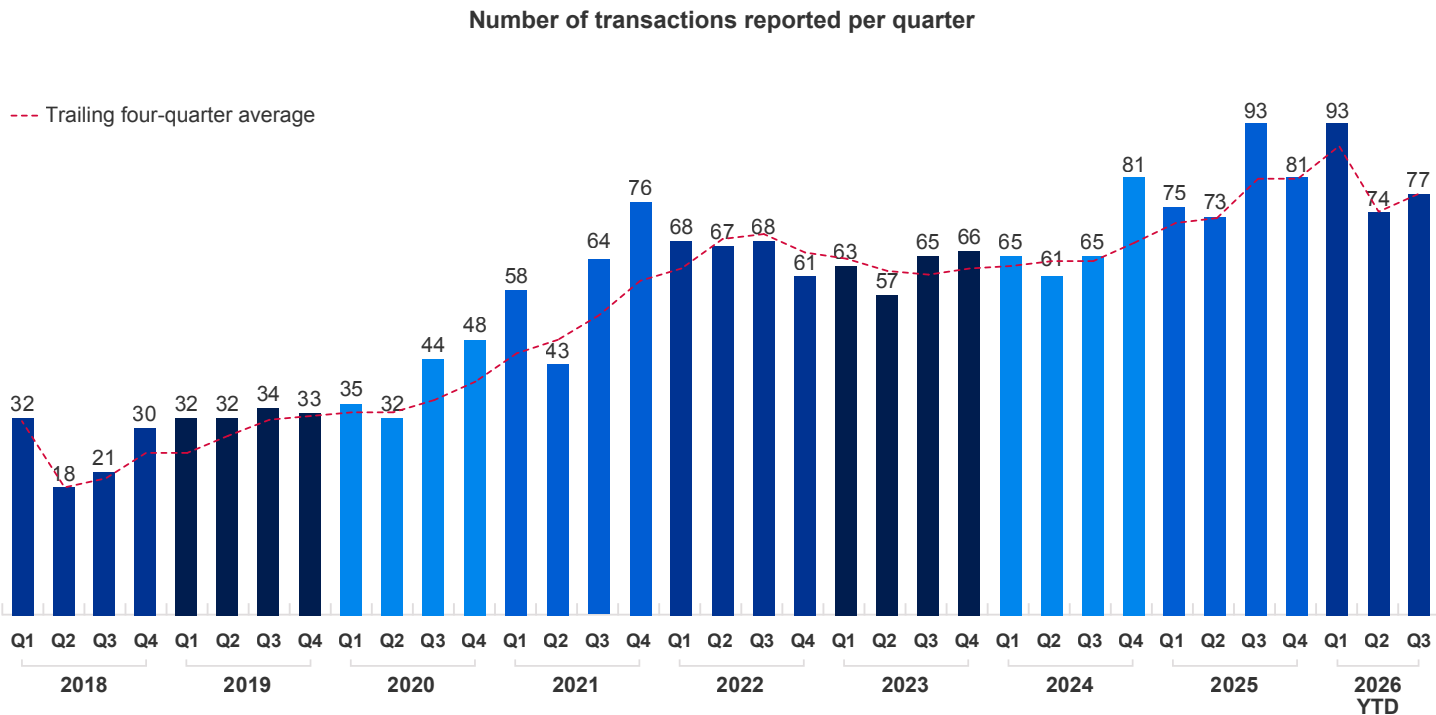
Rightly or wrongly, an RIA owner's decision to sell rarely happens in isolation. Economic, geopolitical and market conditions shape how owners view their businesses and the timing of major strategic moves. One of the great strengths of RIAs is their focus on clients, and when the

world experiences turmoil, advisors swing into action. Client calls and portfolio reviews multiply, concern about the firm's own performance rises, and leadership attention shifts away from strategic initiatives. Time spent reassuring clients is time not spent on M&A.

The CBOE Volatility Index, or VIX, offers a useful proxy for these moments, reflecting not only market turmoil but the unsettling news that drives it. When the VIX spikes, advisors focus on clients. When elevated volatility is sustained, strategic decisions, including the decision to sell, are likely to be postponed.

Over the past 18 months, the VIX surged repeatedly, likely delaying many of those decisions. Tariff announcements in April 2025 pushed the VIX to levels not seen since the onset of COVID-19. Concerns about overheated AI valuations lifted volatility again in November 2025, and the U.S.-Iran conflict drove a third spike in March 2026. Each falls within the six-to-18-month window preceding third-quarter announcements.

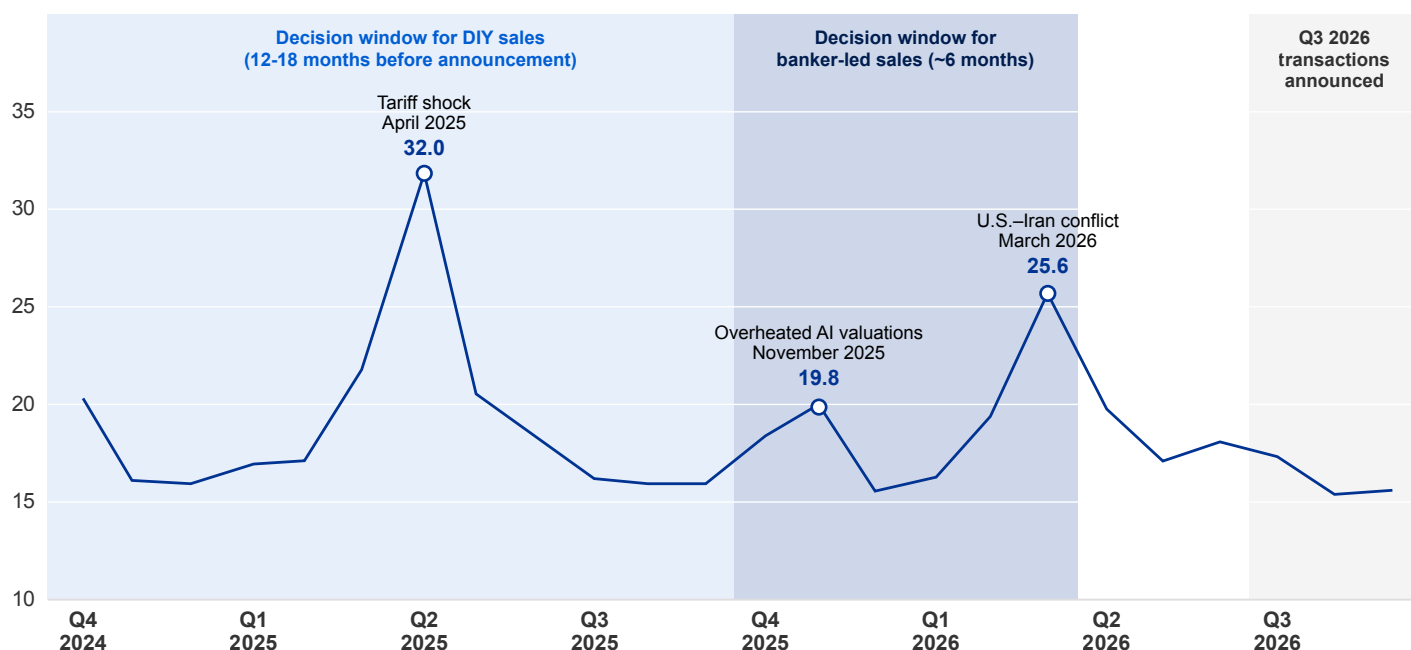
Seven-Quarter Record Streak Ends in the Third Quarter



M&A Is a Lagging Indicator of the Decision to Sell

Volatility spiked as today's transactions were being decided

CBOE Volatility Index (VIX), monthly average close



Source: CBOE via FRED (VIXCLS), monthly average of daily closes, verified against SIFMA (Bloomberg data); September 2026 through Sept. 17. Decision windows: DeVoe & Company analysis.

"The transactions announced on a given day are the result of a decision to sell, which came 6 to 18 months ago," said David DeVoe, founder and CEO of DeVoe & Company. "The volatility and distraction created by tariffs, the war with Iran, gasoline price surges and other economic shocks caused some advisors to pause before moving forward with a sale. That hesitation is now emerging in our transaction data."

With decisions deferred during the volatility now being revisited, the same lag that created the slowdown points to a rebound. DeVoe & Company alone expects to close more than 15 client transactions over the next six months.

The forces driving RIA M&A remain intact. Buyer demand is strong, and succession needs, the pursuit of scale and record valuations persist.

"The slowdown is real, but the forces driving RIA M&A have not gone away," said Gordon Ross, President of DeVoe & Company. "Owners still need succession

solutions, firms still need scale, and well-capitalized buyers are still pursuing acquisitions. Volatility has delayed some decisions to sell. We expect those owners to return to the market as conditions stabilize."

Timing Should Follow Goals, Not Headlines

The firms that continued to transact through the volatility, largely large and mega sellers, share a common trait: professional management, which allows owners to keep strategic decisions moving when markets demand their attention. The timing of a sale should be rooted in an owner's broader goals, such as succession, growth and personal readiness, rather than in macroeconomic events that inevitably come and go.

"A short pause may simply shift transactions into later quarters," said DeVoe. "A prolonged pause could leave some owners with less time to prepare for succession and more pressure to make a decision when circumstances become urgent."

How an owner sells matters as much as when. Although the advice comes from an investment bank, the pattern is consistent: do-it-yourself sales take longer, carry greater risk and tend to produce lower valuations and weaker terms. Many sellers never realize the cost. A headline valuation can be undermined by deal structure elements that fall outside of the seller’s area of expertise. More importantly, their best-fit partner is rarely among the handful of firms they happened to speak with. They are fishing one pond when the best match may be in the lake next door.

Seller Activity Moves Upmarket

Firms across all four seller segments continue to transact, but mid-sized, large and mega sellers are transacting at a higher velocity than their smaller counterparts. Together, firms with more than \$500 million in assets now account for 64% of 2026 transactions through the third quarter. Mega sellers have already set a full-year record with one quarter still to go, while average seller AUM excluding mega transactions remains above \$1 billion.

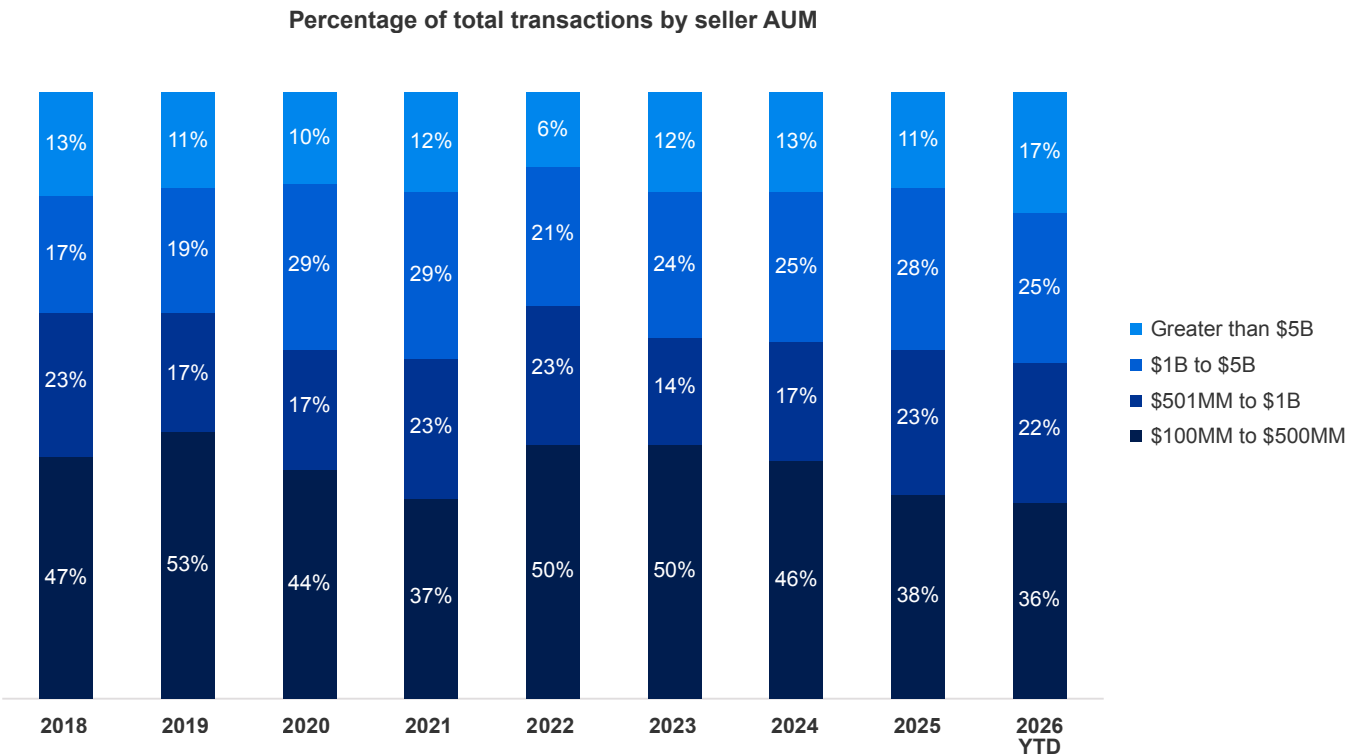
The contrast is most pronounced at the ends of the market. Large, professionally managed firms are maintaining their transaction plans through periods of volatility. Smaller, founder-led RIAs remain active, but buyers increasingly prefer larger firms, and client demands during volatile periods have made it harder for founders to run a sale process.

Small Sellers Reach a New Market Share Low

Small sellers, defined as firms with \$100 million to \$500 million in AUM, completed 87 transactions through the third quarter of 2026. Their 36% share through the third quarter puts them on pace for the lowest full-year share on record. This is a loss of market share, not a retreat from M&A. Small seller volume remains healthy; the other segments are simply expanding faster.

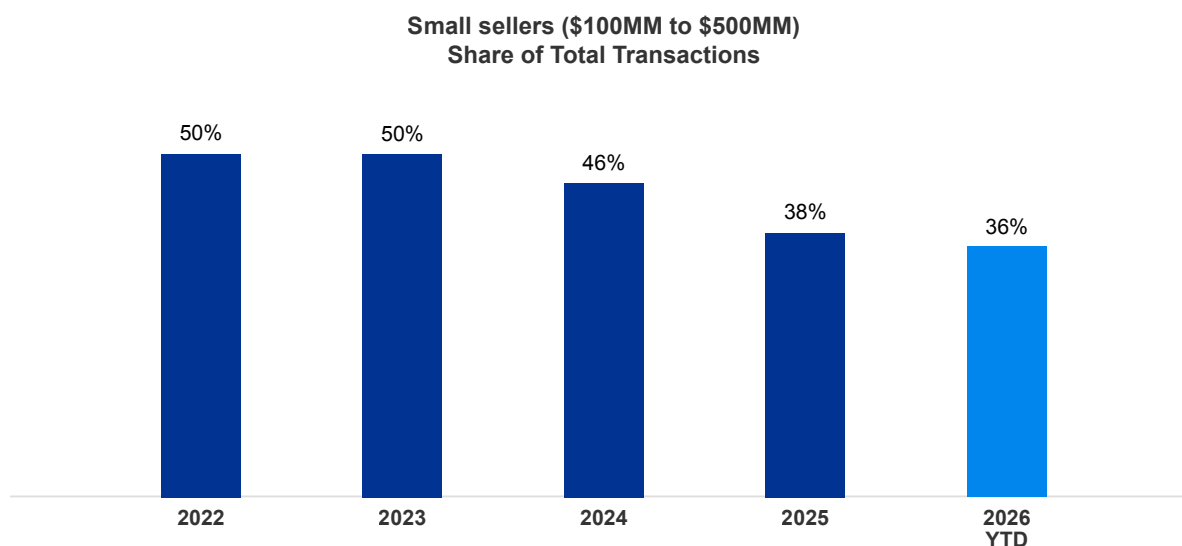
The structure of these firms helps explain the divergence. Smaller RIAs are typically founder-led, and the same leaders evaluating a transaction often manage the firm’s most important client relationships and communication. When tariffs, geopolitical conflict or market volatility demand more client communication, M&A moves down the priority list.

Medium to Mega Sellers Continue to Gain Ground



Disclaimer: Percentages in 2021 do not total 100% due to rounding.

Small Sellers Reach Their Lowest Share on Record



Small sellers still have an active buyer market. Acquisitive RIAs offer a peer-to-peer value proposition that can provide cultural alignment and a continued role in shaping the combined firm.

Mid-Sized Sellers Maintain Momentum

Mid-sized sellers with \$501 million to \$1 billion in AUM completed 54 transactions through the third quarter. Their volume remains strong, although their market share edged down to 22% as activity accelerated further upmarket.

These firms occupy an attractive middle ground for both *RIAs* and *Consolidators*. They are large enough to create meaningful growth for a buyer, yet small enough to integrate without the complexity of a multi-billion-dollar transaction.

Many are also reaching a strategic inflection point. As firms approach \$1 billion in AUM, the infrastructure that supported a founder-led practice may no longer support an enterprise business. Leadership structure, advisor development and operating scale become more urgent. A larger partner can provide the capital and capabilities needed for the next stage of growth.

Large Sellers Hold Their Gains

Large sellers with \$1 billion to \$5 billion in AUM accounted for 25% of activity through the third quarter of 2026.

Nominally, *large sellers* have executed 62 transactions, nearing full-year totals seen in 2024. *Consolidators* completed 35 of those transactions, making them the segment's most active buyers.

For well-capitalized acquirers, large firms offer substantial AUM, revenue and talent without the integration demands of a mega transaction. They can establish a buyer in a new market, deepen service capabilities or add specialist expertise in a single move.

Succession economics also become more difficult at this size. Once a firm surpasses \$1 billion in AUM, the value of the enterprise can exceed the financial capacity of next-generation advisors. For many firms, an external transaction becomes the most viable path to liquidity and continuity.

During the DeVoe M&A+ Succession Summit, Mercer Advisors CEO Dave Welling described those distinct challenges. "There are three legs of the succession planning stool. The first element of succession planning is who's going to take care of the clients. The second is who's going to run the firm. Then you've got the financial piece, which is really complicated," Welling said. "The firms I know that figured this out did it before they got really big. It's the combination of who is prepared to lead the firm and who is prepared to own it financially."

For firms facing those constraints, an external partnership can provide liquidity and continuity while supporting the next stage of the business.

“Lots of buyers can solve the financial transaction part. What we look for is a lot more than that,” Welling said. “We look for cultural alignment, firms that want to expand services for their clients through estate planning and tax, and create opportunities for the team to grow.”

The decision extends beyond funding a founder’s exit. It can also determine the services a firm delivers and the opportunities available to its next generation.

Mega Sellers Set a New Record

Mega sellers, firms with more than \$5 billion in AUM, completed 41 transactions through the third quarter, already surpassing every prior full-year total. They now represent a record 17% of the market.

Unlike smaller founder-led RIAs, mega firms generally have professional management teams and dedicated operating capacity. A transaction process does not depend on one leader balancing M&A with client service. That infrastructure makes their plans more durable when markets become unsettled.

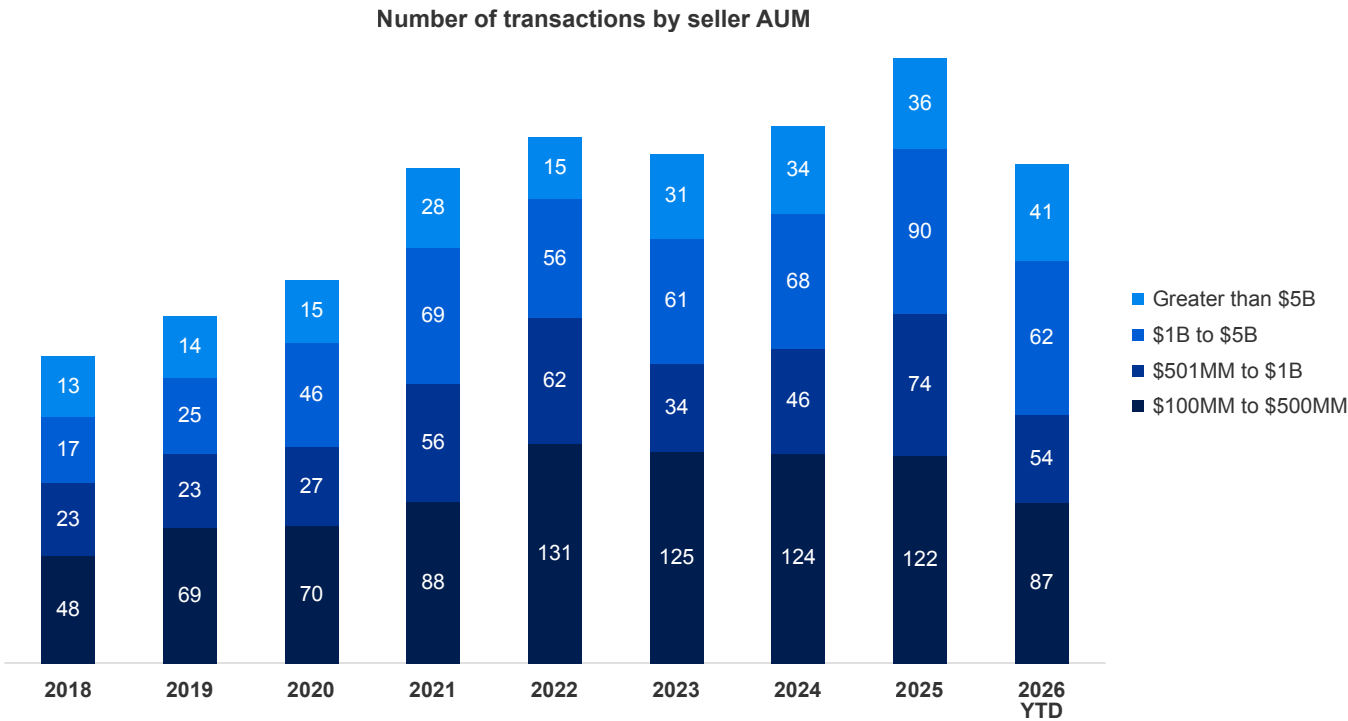
Other buyers, including private equity firms, broker-dealers and banks, completed 26 of the 41 mega transactions. For private equity-backed buyers, these transactions can deliver an immediate step-change in AUM and strengthen enterprise positioning ahead of a recapitalization or liquidity event.

The Seller Market Remains Above \$1 Billion

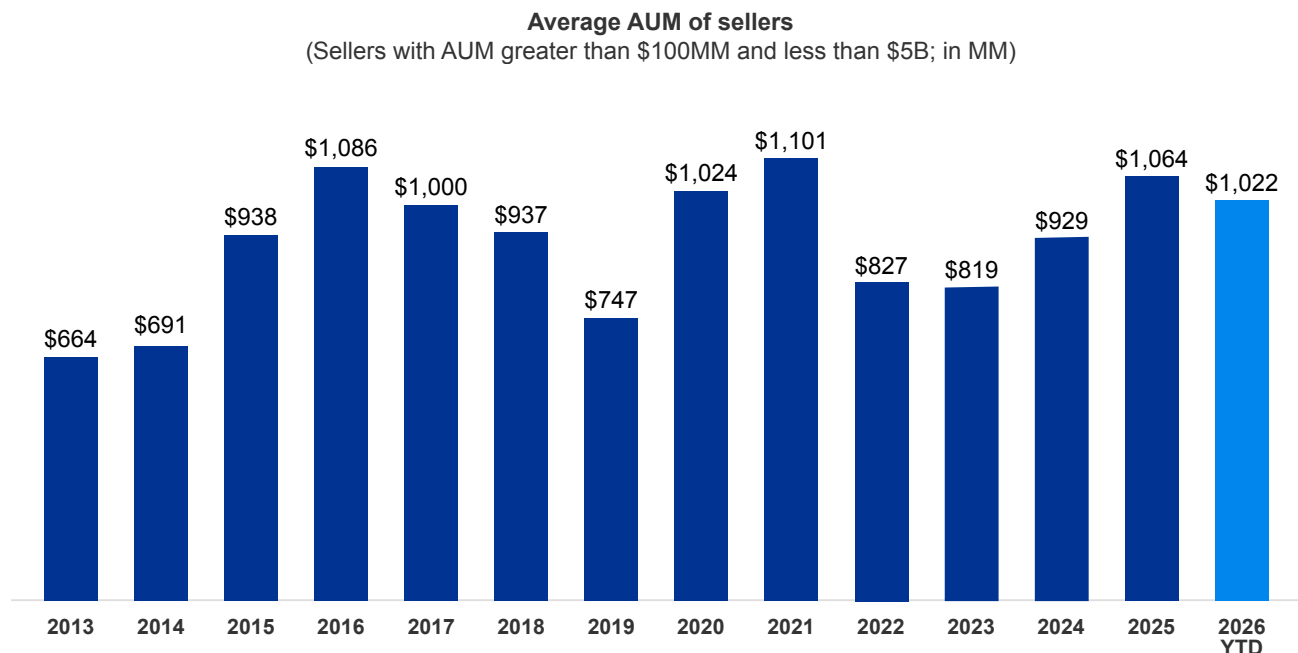
Average seller AUM reached \$1.02 billion through the third quarter of 2026, remaining above \$1 billion for a second consecutive year after reaching \$1.06 billion in 2025. Because the figure excludes sellers with more than \$5 billion in AUM, the elevated average is not the product of a handful of mega transactions. It is up from roughly \$820 million in both 2022 and 2023, and from \$664 million in 2013, when DeVoe & Company began tracking RIA transactions.

The median seller tells an even clearer story. The typical seller in 2026 manages \$625 million, second only to the \$678 million recorded in 2021 and more than a third above the \$409 million to \$466 million range of 2022 through 2024. Part of this year’s increase likely reflects the pause among smaller, founder-led sellers, which has tilted the mix toward larger firms.

Mega Sellers Hit Record Transaction Count



Average Seller AUM Stays Above \$1B



The longer-term trend, however, is structural. Larger firms are coming to market more often, and the center of gravity of the seller market continues to move upmarket.

Average and median seller AUM include sellers with \$100 million to \$5 billion in AUM. DeVoe & Company tracks RIA transactions involving sellers with \$100 million or more in AUM.

Two Paths Through Succession

Behind the transaction counts are owners making decisions about their clients, their teams and the future of their firms. At the DeVoe M&A+ Succession Summit, two DeVoe & Company clients shared their experiences with external sales and internal succession.

For Ben Johnson, whose approximately \$850 million firm joined Mission Wealth in June, finding a partner meant evaluating the people he and his team would work with for years to come.

“We could have chosen a lot of different firms. But it was absolutely vital to us that we were going to work with really good people in the long term,” Johnson said. “Making sure we had a culture that aligned with us was the most important thing. We put that above everything else, and it shaped the process of narrowing 18 firms down to the one we ultimately chose.”

Adam Dawson, CEO of Capstone Capital Wealth Advisors, completed an internal succession through successive partner buyouts. His experience underscores the importance of giving the next generation time to build ownership and prepare for the financial commitment.

“The sooner you can have other partners start buying in, the better. Smaller tranches allow for a gradual transition over time,” Dawson said. “Those initial payments were painful, but making them for three years gave me the confidence to take on the larger purchase.”

The preparation extended beyond financing. Dawson’s predecessor spent years introducing him as the firm’s future leader and named him CEO four years before retiring.

“When the nine years were up and it was time to buy him out, nobody was surprised,” Dawson said. “We haven’t lost a single client as a result of this transition. We haven’t lost a single team member as a result of this transition.”

Their experiences illustrate different ways to preserve continuity. An external sale can connect a firm with a culturally aligned partner. An internal transition can give successors time to build the ownership, confidence and leadership experience needed to carry the business forward.

Buyer Power Concentrates

Consolidators, serial acquirers with acquisition strategy at the center of their business models, and *RIAs* (as a buyer category) account for approximately 82% of transactions in 2026. *Other* buyers, which include private equity firms, serial minority investors, broker-dealers, banks and asset managers, have fallen to their smallest market share since 2014.

Consolidators are driving that concentration. Their market share is approaching its 2021 peak, while *RIAs* remain near record transaction volume despite holding a smaller share of the market. Together, the two categories are pulling activity away from a broader group of private equity firms, broker-dealers, asset managers and other buyers.

Consolidators Approach Record Territory

Consolidators have announced 129 transactions through the third quarter, representing 53% of the market. Their share has increased from 45% in 2024 and 49% in 2025 to 53% in 2026. With one quarter remaining, *Consolidators* are on pace to surpass their record 159 transactions completed last year.

Access to institutional capital remains a significant advantage. It allows *Consolidators* to maintain corporate development and integration teams between transactions, establish repeatable diligence processes and pursue sellers across a wider range of sizes.

Those capabilities are difficult to replicate without scale. Transactions can be sourced, evaluated and integrated through teams built specifically for M&A rather than executives balancing acquisitions with their operating responsibilities.

The advantage is not uniform across the category. More leveraged and acquisition-intensive firms may become more selective, particularly if borrowing costs rise. However, the largest platforms continue to pair capital with the people and infrastructure needed to maintain a record pace.

RIAs Build Repeatable Acquisition Programs

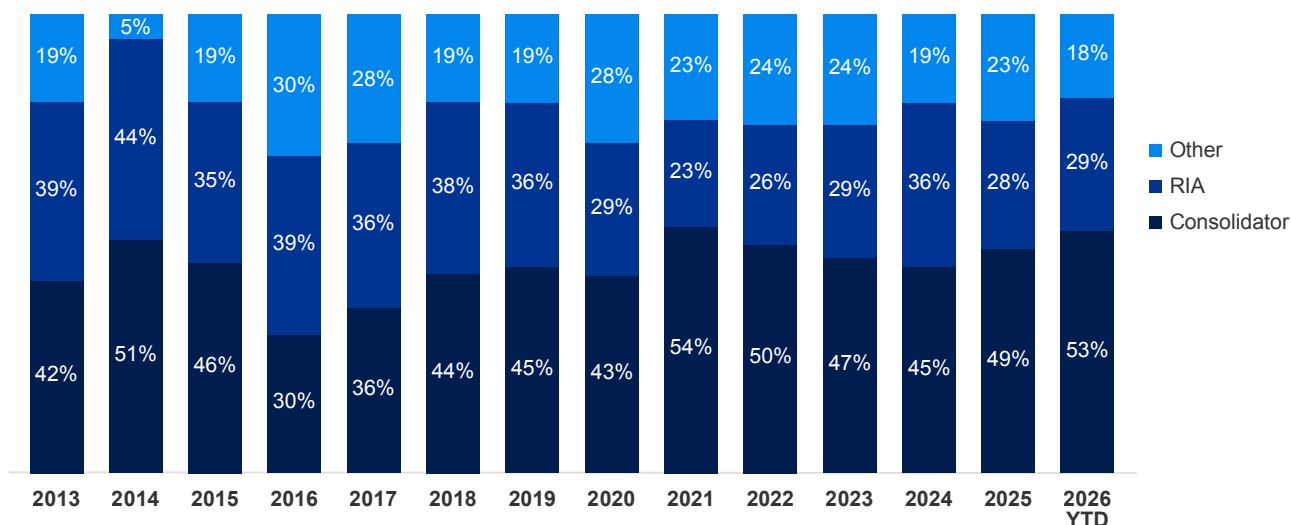
RIAs, as a buyer category, account for 29% of transactions year-to-date in 2026. Their market share remains below the 36% reached in 2024, but transaction volume is tracking near record levels.

An established group of *RIAs* is also becoming more consistent. Apella Capital has announced five transactions and Mission Wealth three this year after more modest activity in prior years. AlphaCore Wealth Advisory and Apollon have also sustained multi-year acquisition programs.

Several other firms have accelerated in 2026. Choreo and GCG Advisory Partners have each announced four transactions, while Ascentis Wealth has completed three.

Consolidators Maintain Momentum

Percentage of acquisitions by buyer category



Disclaimer: Percentages in 2018 do not total 100% due to rounding.

RIA buyers remain most active among smaller sellers. Of the 71 *RIA*-buyer transactions so far this year, 33 involved firms with \$500 million or less in assets. *RIAs* are far less active at the top of the market. They accounted for only six of the 41 transactions involving sellers with more than \$5 billion in assets.

Larger transactions often require more capital, greater integration capacity and broader service infrastructure. *RIAs* may also have less capacity to complete several acquisitions at once. These constraints limit their activity among the largest sellers, but they have not prevented a growing group of *RIAs* from building consistent acquisition programs.

Other Buyers Lose Share

Other buyers account for 18% of transactions through the third quarter of 2026, their smallest share since 2014. Private equity firms and serial minority investors continue to represent much of the category. Serial minority investors categorized in the *Other* buyer category have announced 17 transactions this year, more than a third of the 44 transactions within the category.

The number of active investors has expanded even as transaction volume has slowed. Eight serial minority firms completed transactions in 2026. That is a new record,

up from six in 2025 and more than double the three active firms recorded in 2024.

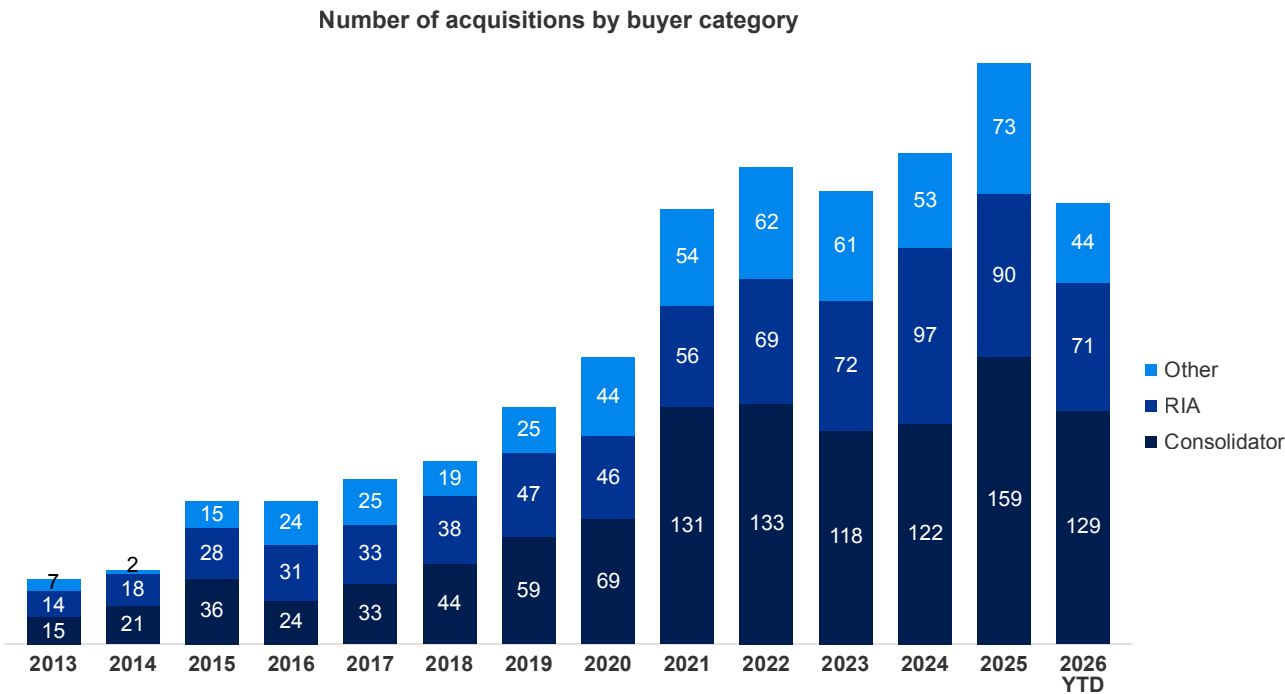
Other buyers remain an important source of growth capital, particularly for *RIAs* that want outside investment without a full sale. However, that growth has not kept pace with *Consolidators* and *RIAs*.

Top Buyers Take Different Paths to Scale

Wealth Enhancement leads the market heading into the final quarter of the year with 16 transactions announced, followed closely by Hightower with 15. The two firms are building scale in distinct ways. Wealth Enhancement continues to grow through external acquisitions, adding new firms to its platform. Hightower is concentrating on integration, bringing existing partner firms into Hightower Signature Wealth, its fully integrated W-2 *RIA* channel. Twelve of its 15 transactions this year involved partner firms already within its network, while three involved external firms.

Hightower’s consolidation strategy also creates opportunities to build a national brand and pursue growth across its network. During the DeVoe M&A+ Succession Summit, CEO Larry Restieri described how that changes the firm’s ability to attract clients.

Consolidators Drive Transaction Volume in 2026



“We are now able to meaningfully expand our digital lead generation and partnerships efforts. There are things we could not do without a central brand,” Restieri said. “You can’t centralize those efforts and send them out to 100 different practices with different names. It just doesn’t work. Bringing those practices together has unlocked new growth opportunities for us.”

Wealth Enhancement Leads a Crowded Acquirer Field

Top Acquirers YTD	Transaction Count
Wealth Enhancement	16
Hightower Signature Wealth	15
Savant Wealth Management	10
Beacon Pointe Advisors	8
Corient	8
Cerity Partners	7
CAPTRUST	6
Waverly Advisors	6
Allworth Financial	5
Apella Capital	5
EP Wealth	5
MAI Capital Management	5
Mercer Advisors	5

Several other active buyers are accelerating. Savant has announced 10 transactions, followed by Beacon Pointe and Corient with eight each and Cerity Partners with seven. Savant and Corient have already surpassed their full-year 2025 transaction totals, and Cerity has matched its own.

Their activity also reflects distinct areas of focus. Corient is competing for UHNW and MFO firms at the top of the market, while Savant, like Wealth Enhancement, continues to operate a high-volume external acquisition program.

With one quarter remaining, the leaderboard may continue to change. The most active acquirers are not pursuing the same firms in the same way. They are concentrating activity where their capital, infrastructure and operating models give them the strongest advantage.

IBDs Expand Their Reach

The declining share of *Other* buyers does not tell the whole story of competition for advisor-owned businesses. Despite their own set of challenges, independent broker-dealers (IBDs) are elbowing their way into the RIA M&A space. On its Q1 2025 earnings call, LPL estimated that roughly one-third of financial advisors will retire or leave the industry over the next decade, representing some \$14 trillion in assets. IBDs want that transition to happen on their own platforms. Historically, advisors seeking liquidity or succession often had to sell outside the IBD, taking clients, assets and enterprise value with them. Today, several of the largest IBDs are deploying capital, buying practices outright and building employee-advisor RIAs to keep those transitions in house.

LPL Buys, Cetera Employs, Raymond James Finances

Some IBDs are acquiring advisor practices directly. Others are building employee-advisor RIAs or providing financing and equity capital to fund transactions.

According to its Q4 2025 earnings report, LPL has used its own balance sheet to acquire more than 75 practices since launching Liquidity & Succession in 2021, turning what began as a retention play into a standing acquisition channel. Sellers get liquidity or succession without leaving the LPL ecosystem. LPL has also opened the program to advisors outside its network, allowing the firm to use the same capability for recruitment as well as retention.

Cetera built its own. In April 2026, it combined Avantax Planning Partners and The Retirement Planning Group into Cetera Planning Partners, an employee-advisor RIA that launched with roughly \$19 billion in assets under advisement and more than 100 advisors, according to a recent press release captured in DeVoe & Company's database. That gave Cetera a substantial W-2 business alongside its traditional independent affiliation models, and the firm plans to expand it through both acquisition and organic growth.

Osaic bought its way there. Its 2025 acquisition of CW Advisors added a \$13.5 billion fee-only RIA to the enterprise and significantly expanded Osaic's employee-advisor business. The firm has since moved additional affiliated practices into its W-2 channel, creating another transition option for advisors who no longer want to operate independently.

Raymond James is supplying capital rather than acquiring practices outright. Its Succession and Capital Solutions offering includes practice-acquisition financing, minority equity investments and full-equity transactions. The structures let advisors fund internal succession, buy out a partner or cash out without leaving the platform.

The Buyer Universe Just Got Bigger

As national *RIAs* and *Consolidators* expand their scale and capabilities, leading IBDs are building the infrastructure needed to compete for advisor-owned businesses throughout their lifecycle. Capital, ownership and succession solutions allow IBDs to offer alternatives that historically were more likely to come from an *RIA*.

The persistent succession challenge within the wealth management ecosystem makes that capability even more important. As more advisors seek liquidity or succession solutions, IBDs have a clear incentive to support those transitions before the businesses and assets move elsewhere.

The lines separating IBDs and *RIAs* will continue to blur as each expands the ways they support advisors throughout the lifecycle of their businesses. IBDs are not yet as significant a force in *RIA* M&A as the industry's most active acquirers. But they now compete with *RIAs* and *Consolidators* for the same advisor-owned businesses, and every advisor-owner weighing a sale has one more place to take it.

Higher Rates Put Acquisition Economics to the Test

The Federal Reserve's September decision to raise rates by 25 basis points arrived after nearly every third-quarter transaction was already in motion, so it did not cause the slowdown. It may, however, mark the beginning of a shift in how buyers evaluate acquisitions. Policymakers signaled more increases may follow, and long-term Treasury yields have climbed to their highest levels in more than two decades.

The relationship between rates and buyers has played out before. In 2024, DeVoe & Company anticipated that falling rates would fuel Consolidator activity, and

Consolidators went on to complete a record 159 transactions in 2025 while steadily gaining market share. Rising rates could test that momentum, particularly for acquirers that rely most heavily on debt.

Higher borrowing costs reduce the return on a transaction unless a buyer pays less, commits more equity or finds stronger growth in the firm it acquires. A single increase is unlikely to change an established acquisition program, but sustained increases would widen the gap between buyers. Firms less dependent on additional debt may be best positioned to maintain their pace.

A Record Is Within Reach, but the Trend Matters More

The third-quarter slowdown has put a record year in doubt, but it has not taken one off the table. With 244 transactions announced through September, *RIA* M&A needs 78 more in the final quarter to match the 322 recorded in 2025, and 79 to set a new high. The fourth quarter has produced 81 transactions in each of the past two years.

Whether 2026 gets there depends on how quickly owners who paused amid volatility return to the market. Some early signs are encouraging, as third-quarter activity edged up from the second quarter. Questions remain. Has the year-over-year decline found its floor? Will higher borrowing costs compress activity further? Ultimately, whether 2026 finishes a few transactions above or below 2025 matters far less than the direction of the market.

Whatever the final count, the shape of the market is clear. Sellers continue to grow larger, *Consolidators* are completing more than half of all transactions, and IBDs are widening the field of buyers. The forces behind *RIA* M&A, including succession needs, the pursuit of scale and the presence of eager, well-capitalized buyers, remain firmly in place.

For owners weighing a sale, the lesson of 2026 is that the calendar should follow their goals, not the headlines. Volatility will come and go. The firms that prepare, professionalize their leadership and pursue a disciplined process will be best positioned whenever they choose to move.

About DeVoe & Company

Helping RIAs navigate growth, transition, and strategic decisions with clarity.



415-813-5066



devoeandcompany.com

The RIA industry is evolving quickly. Leaders are juggling growth, talent, and succession decisions that shape their firm's future. DeVoe & Company helps RIAs make those choices with confidence. We combine deep industry expertise with a methodical advisory approach to help firms sharpen strategy, complete successful transactions, and strengthen long-term enterprise value.

What We Do

DeVoe & Company is a goal-based investment bank and consulting firm focused exclusively on the wealth management industry. Recognized as a leading advisor to the RIA community, DeVoe & Company has completed over 1,000 engagements since inception.

The firm's consulting, M&A, and valuation services empower RIAs to accelerate the achievement of their business objectives.

Our offerings include:

BUSINESS CONSULTING

- Firm Strategy
- Human Capital
- Organic Growth
- Coaching
- Succession Planning

M&A ADVISORY

- Buy-Side Engagements
- Sell-Side Engagements
- Merger Engagements

VALUATION

- Standard Valuations (Levels 1, 2 & 3)
- Custom Valuations
- Quarterly Valuation Model

How We Work

Every engagement begins by aligning your short- and long-term goals. Using our StrategicContext™ process, we develop a clear, data-driven “North Star” that guides decisions throughout the journey.

This approach ensures discipline, speed, and alignment—whether you are preparing for succession, exploring an acquisition, or positioning your firm for accelerated growth.

Who We Are

Our team has more than 400 years of combined RIA experience, including former leaders of multibillion-dollar firms and advisors who built, scaled, and sold RIAs themselves.

We've supported over 1,000 engagements with firms ranging from \$100 million to over \$250 billion in AUM, and more than 100 clients exceed \$1 billion in assets.

Our Insights

DeVoe publishes industry-leading research that sets the standard for RIA M&A intelligence and talent trends. Our work is cited in major financial media more than 100 times each year.

Flagship research includes:

- DeVoe RIA Deal Book
- Annual M&A Outlook Report
- Talent & Growth Report
- White papers on various industry topics

Let's start the conversation.

For more information please email info@devoe-co.com.



HIGH MEADOW
SOLUTIONS

Make the next acquisition feel like one firm.

Technology and data integration for RIAs, broker dealers, and the firms that acquire them.

Built for Wealth. Wired for What's Next.

Where we show up in a deal

01 BEFORE CLOSE

Technology & data diligence

Systems, data quality, and workflow risk mapped in time to plan for them.

02 INTEGRATION DESIGN

One blueprint for the combined firm

Data model, permissions, CRM architecture, and process ownership.

03 MIGRATION & LAUNCH

Cutover built around close

Cleanup, conversion, testing, and cutover to one pipeline and one client record.

04 TRAINING & ENABLEMENT

Advisors and staff working as one team

Role based training, adoption support, and AI enablement on the new workflows.

05 SCALE

Ready for the next deal

Patterns packaged and the process handed back to your team to run.

Have a deal in motion? Bring us in to ensure AI powered M&A readiness.

An engagement that gives leadership a working view of the systems, data, and ownership decisions that will shape the integration.

Brian Hyman

Managing Partner & CEO
P 973 475 8927

Malcolm Stockdale

Chief Revenue Officer
P 973 805 6911

What we do



WealthTech Advisory

Assessments, platform selection, and roadmaps from people who have run these systems themselves.



Implementation Services

CRM, custodial, portfolio, and planning platforms configured, migrated, and adopted.



Managed Services

Administration, enhancements, and support on retainer, so platforms keep pace.



Data Strategy & AI

Development & Enablement: Governed, centralized data, plus AI development and enablement built into live workflows.



Fractional C-Suite

CTO | COO | CCO
Senior technology, operations, and compliance leadership embedded in your firm, part-time.



Staff Augmentation

CRM admins, developers, data engineers, and project managers who know wealth management.

We came from this industry. We have sat in your seat.

We are a team of **Executive, Technology, Product, and Operations** leaders from prominent RIAs, broker-dealers, asset managers, and multi-family offices.

Who to reach out to
Contact our team directly.

sales@highmeadowsolutions.com
highmeadowsolutions.com

High Meadow Solutions
Wealth management technology consultancy