

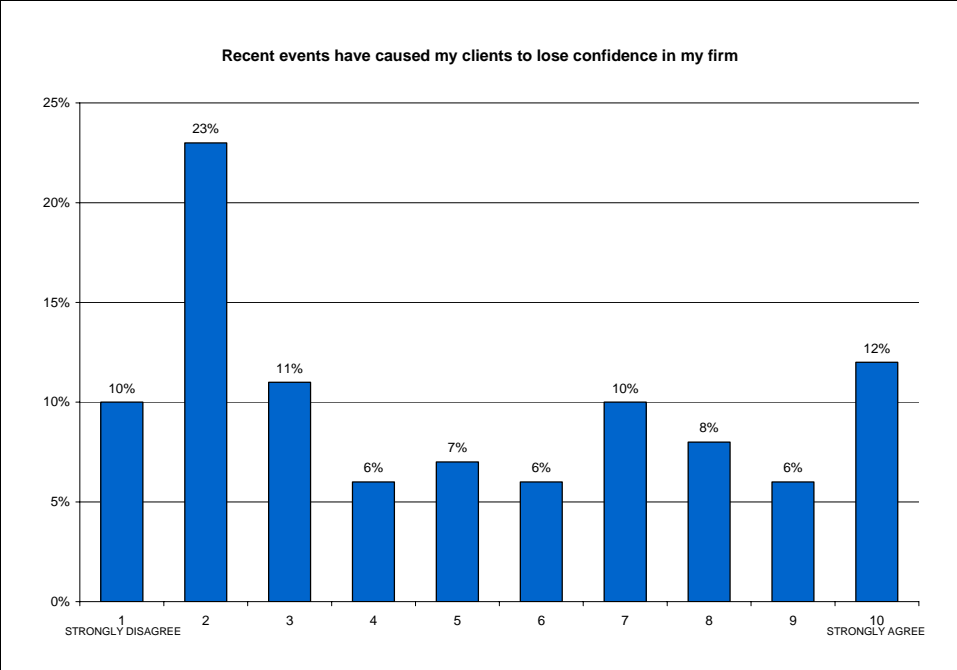
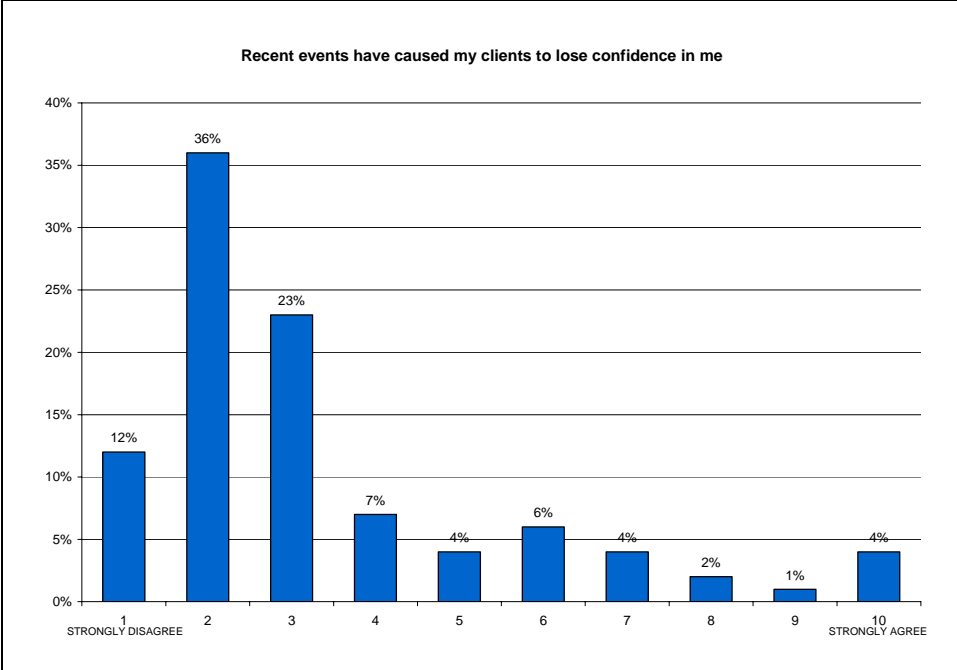
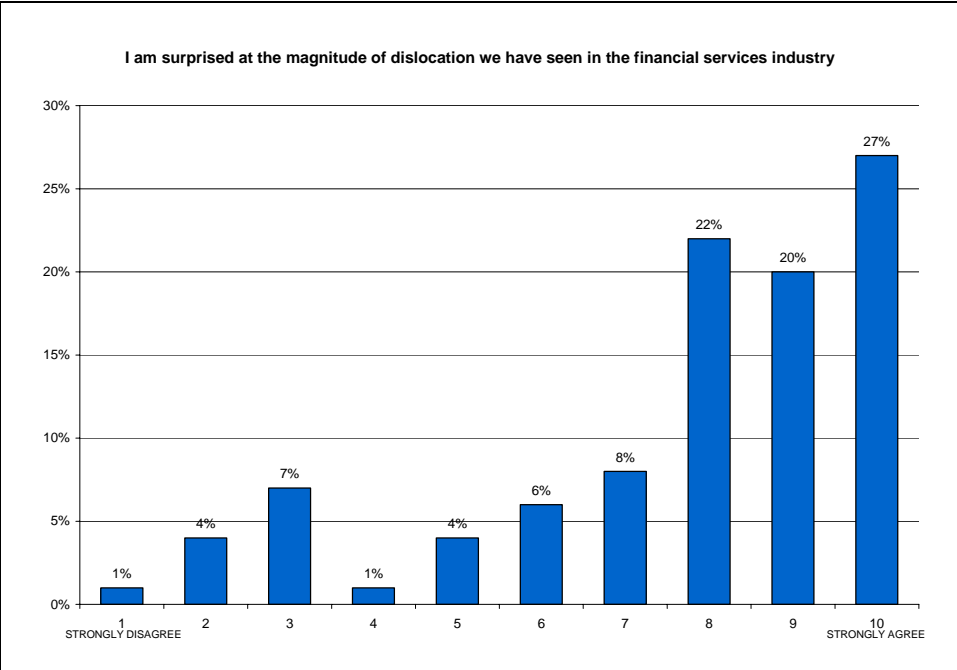
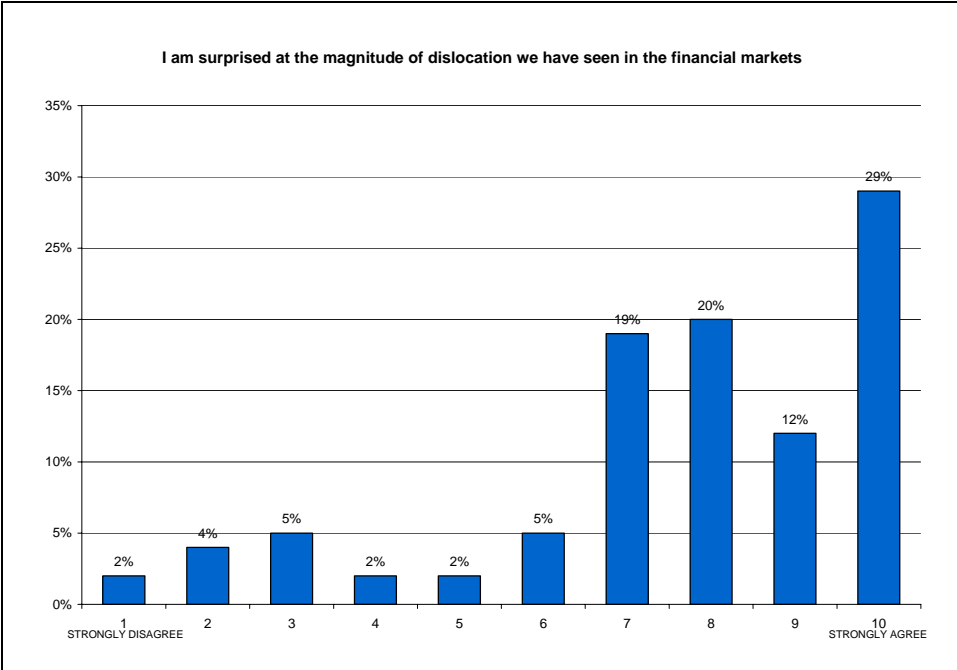
**Investment Management  
Consultants Association**

**Practice Management  
Survey Results**

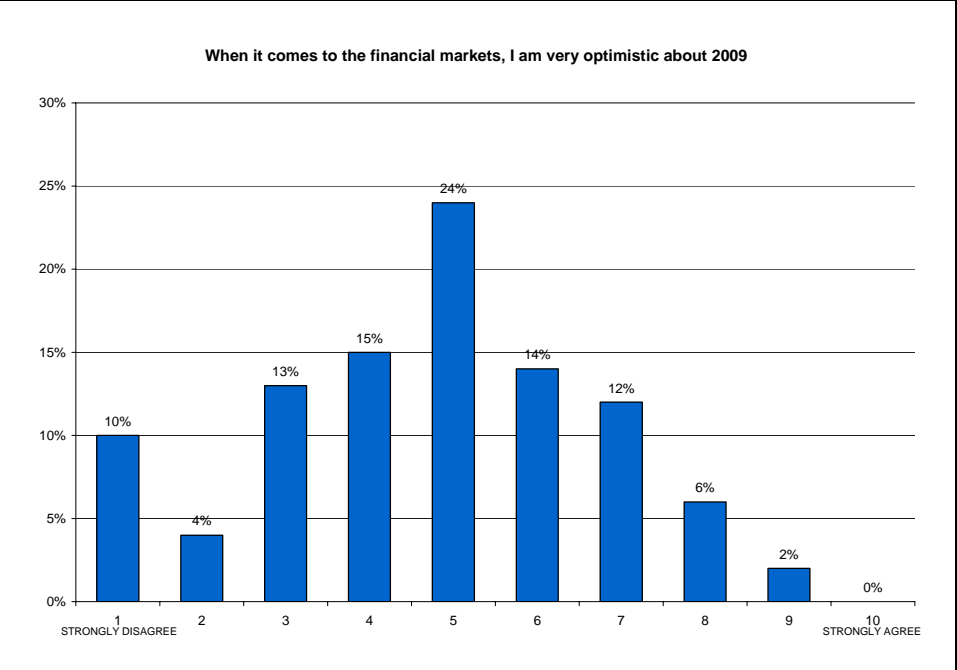
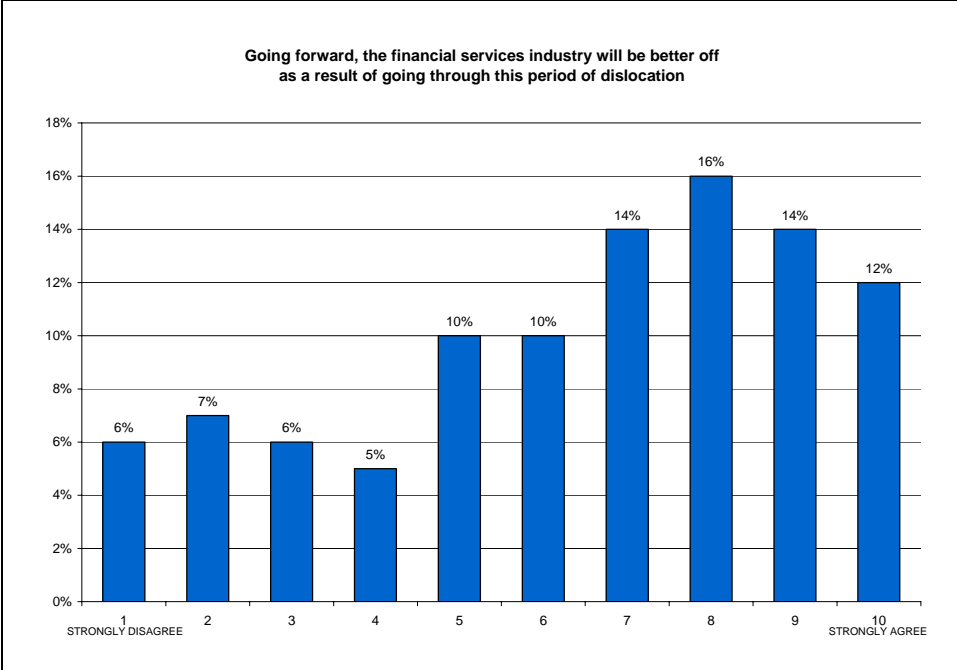
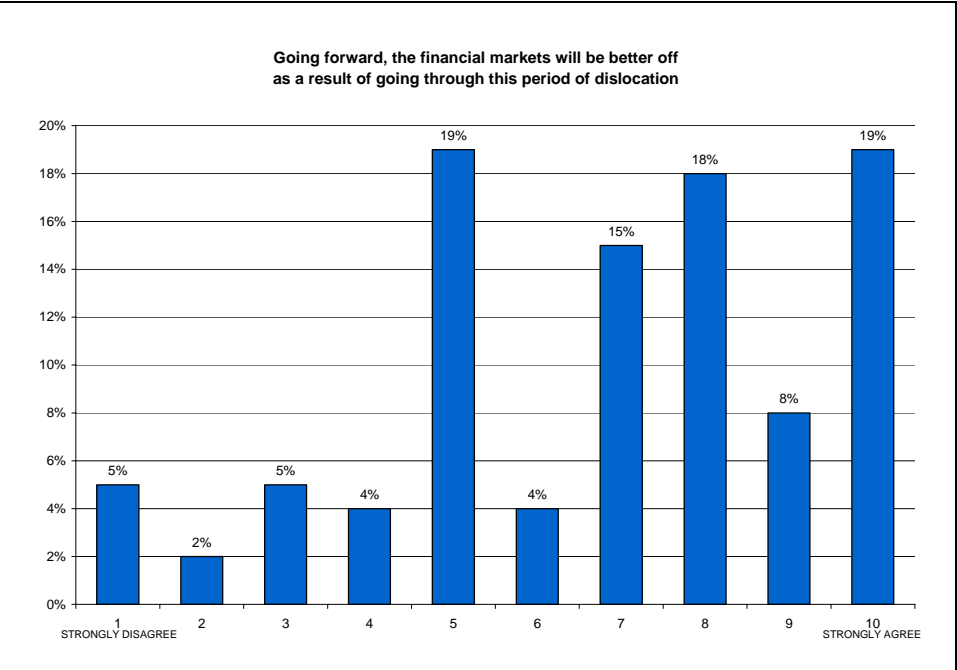
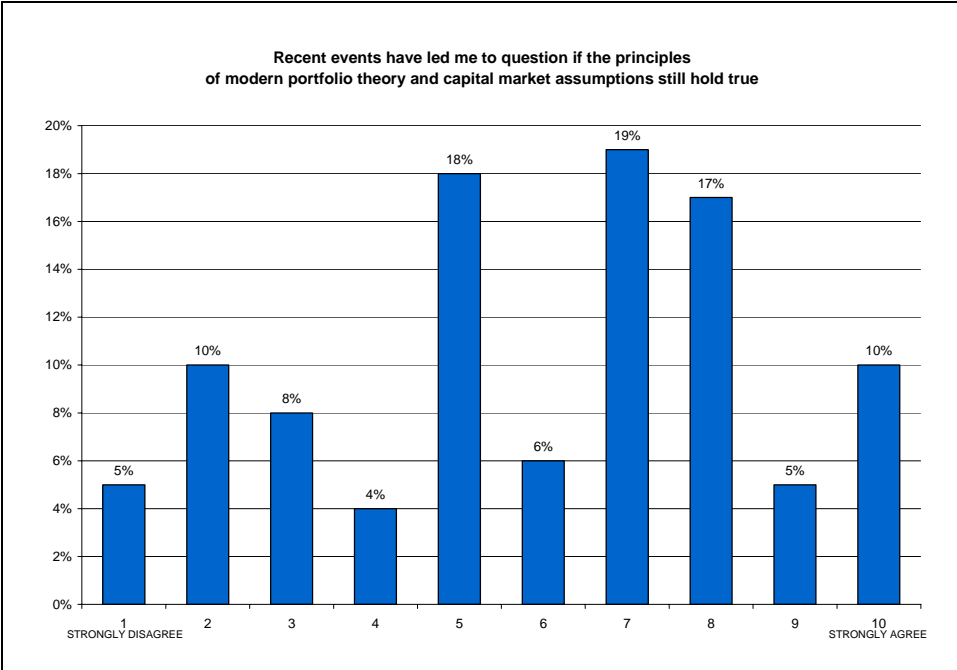
January 2009

Conducted by  
**Advisor Resource Alliance  
Marom Ferguson Consulting**

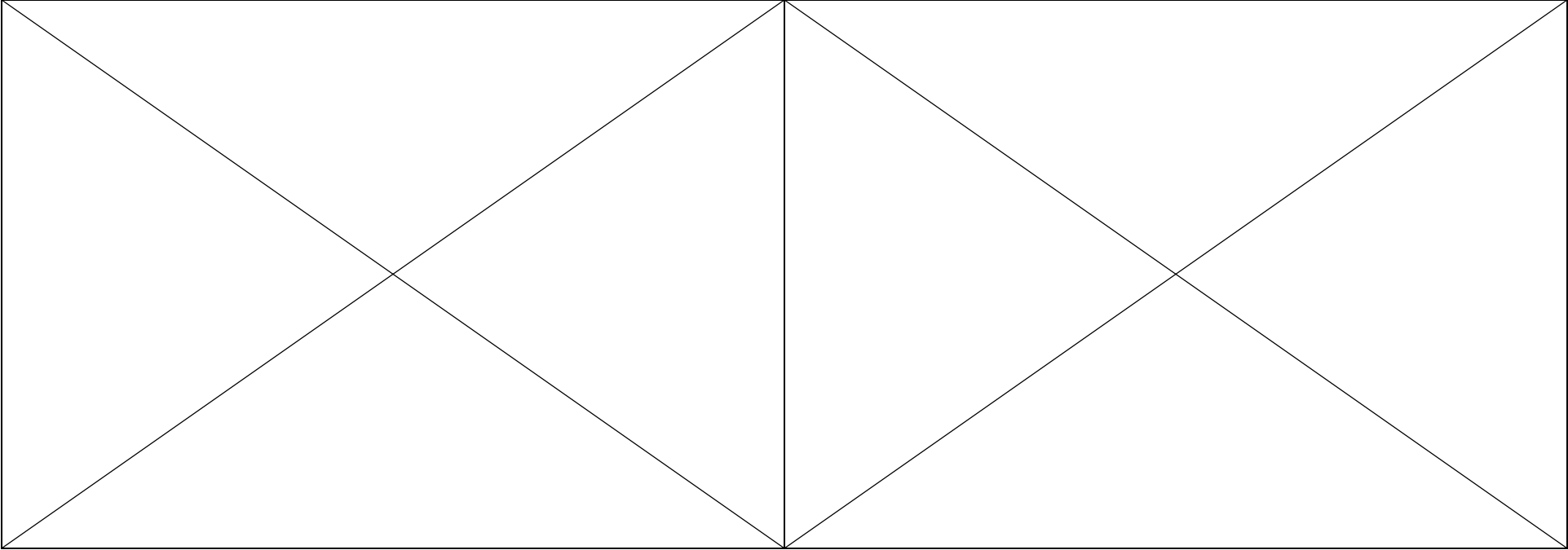
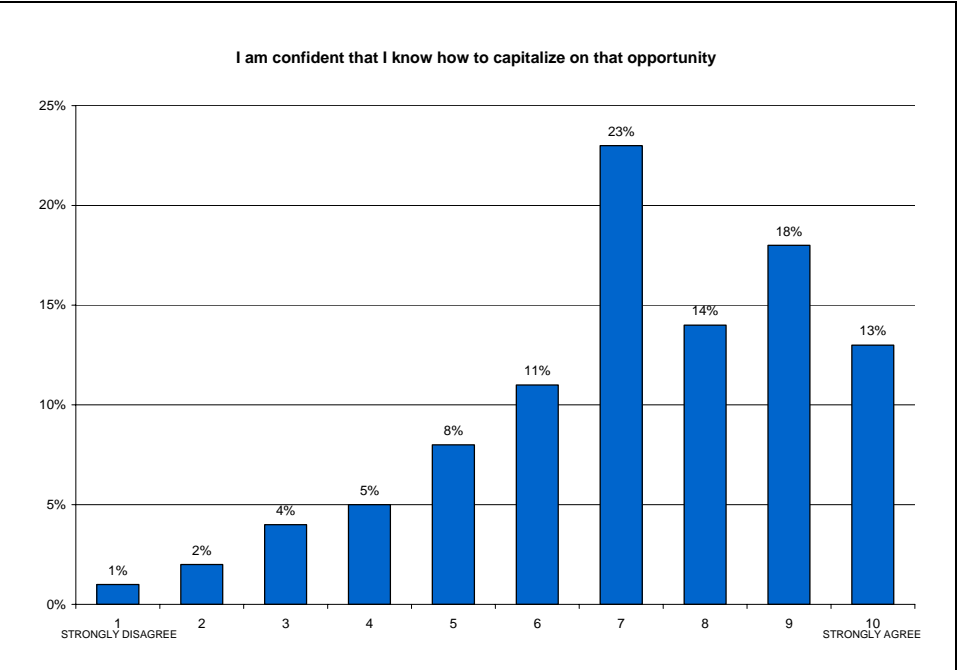
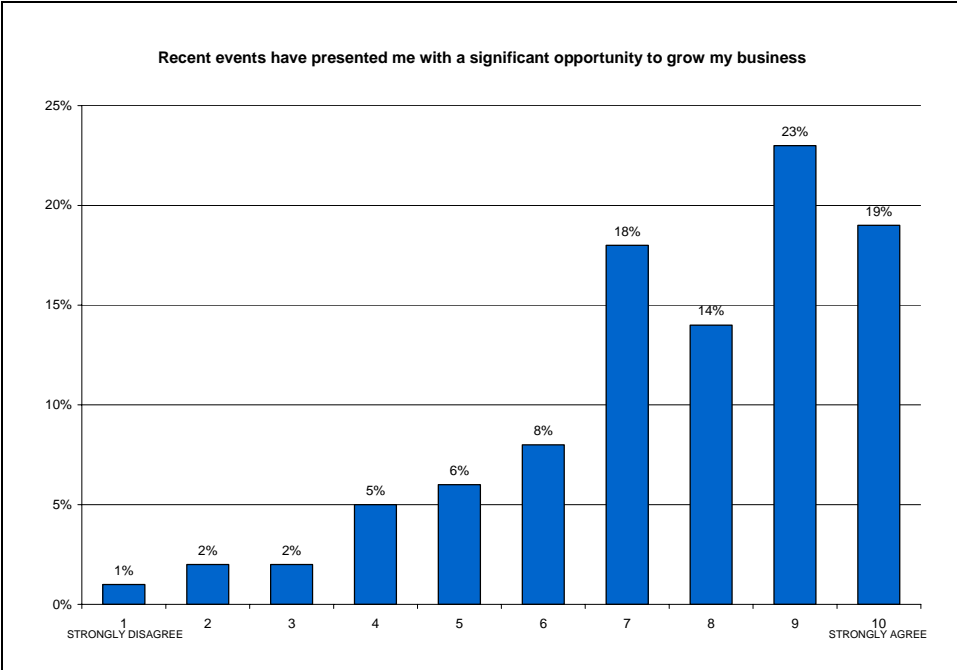
**Q1: To what extent do you agree with the following statements? (Advisor Sentiment)**



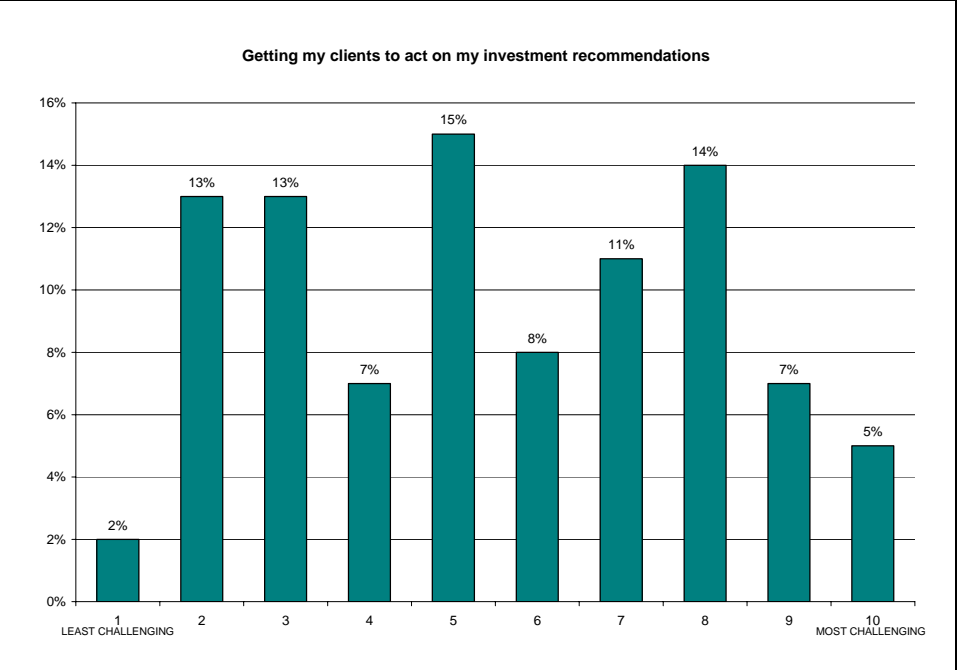
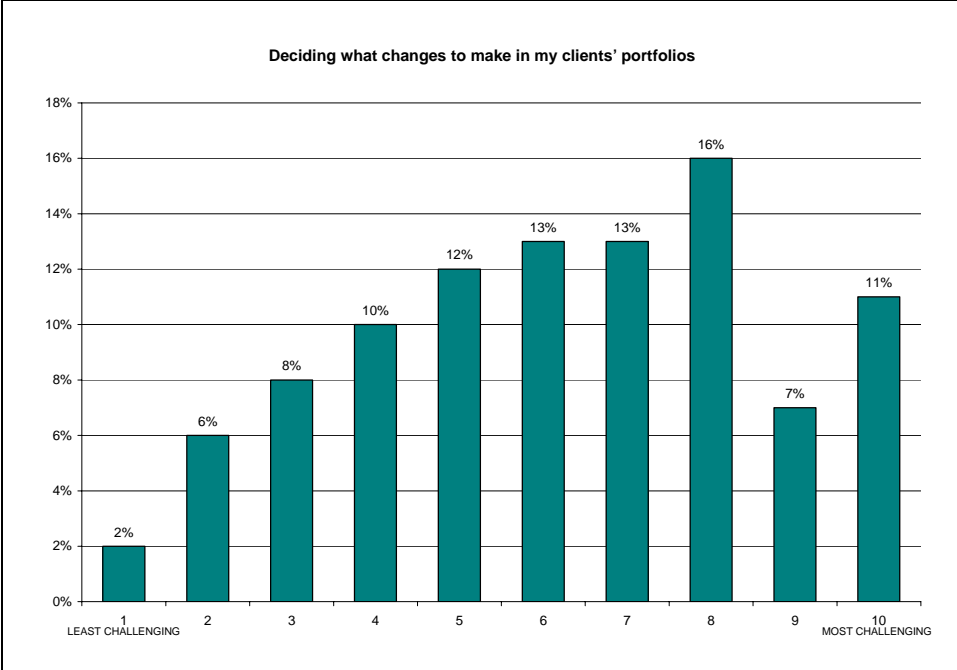
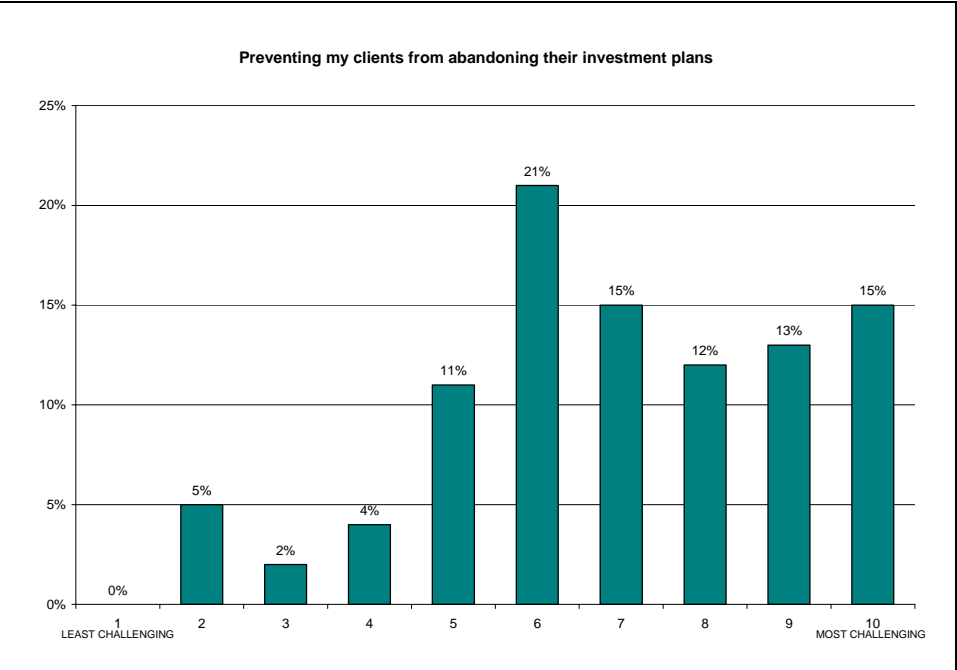
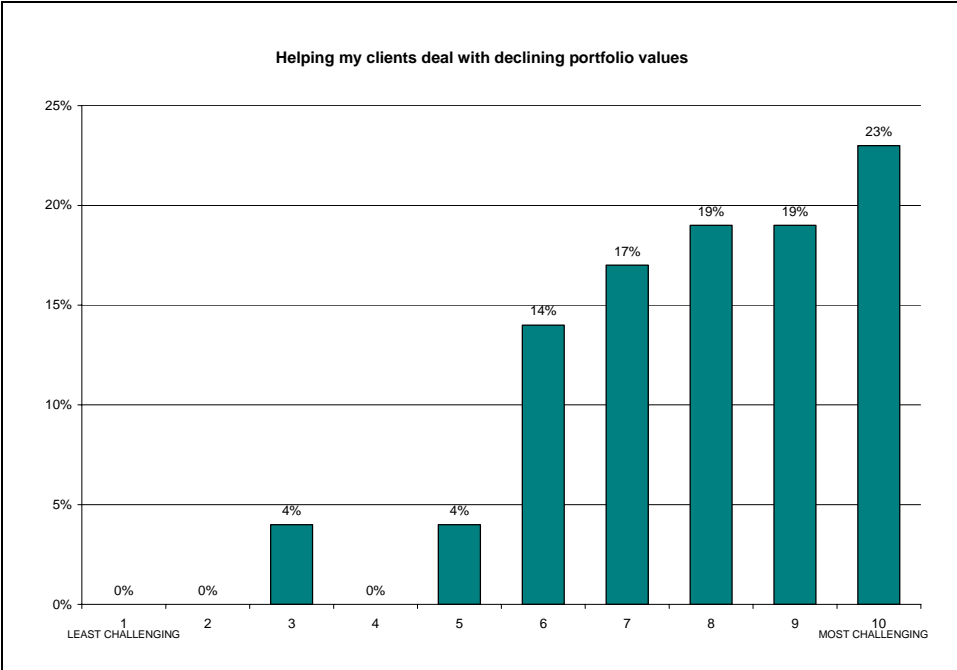
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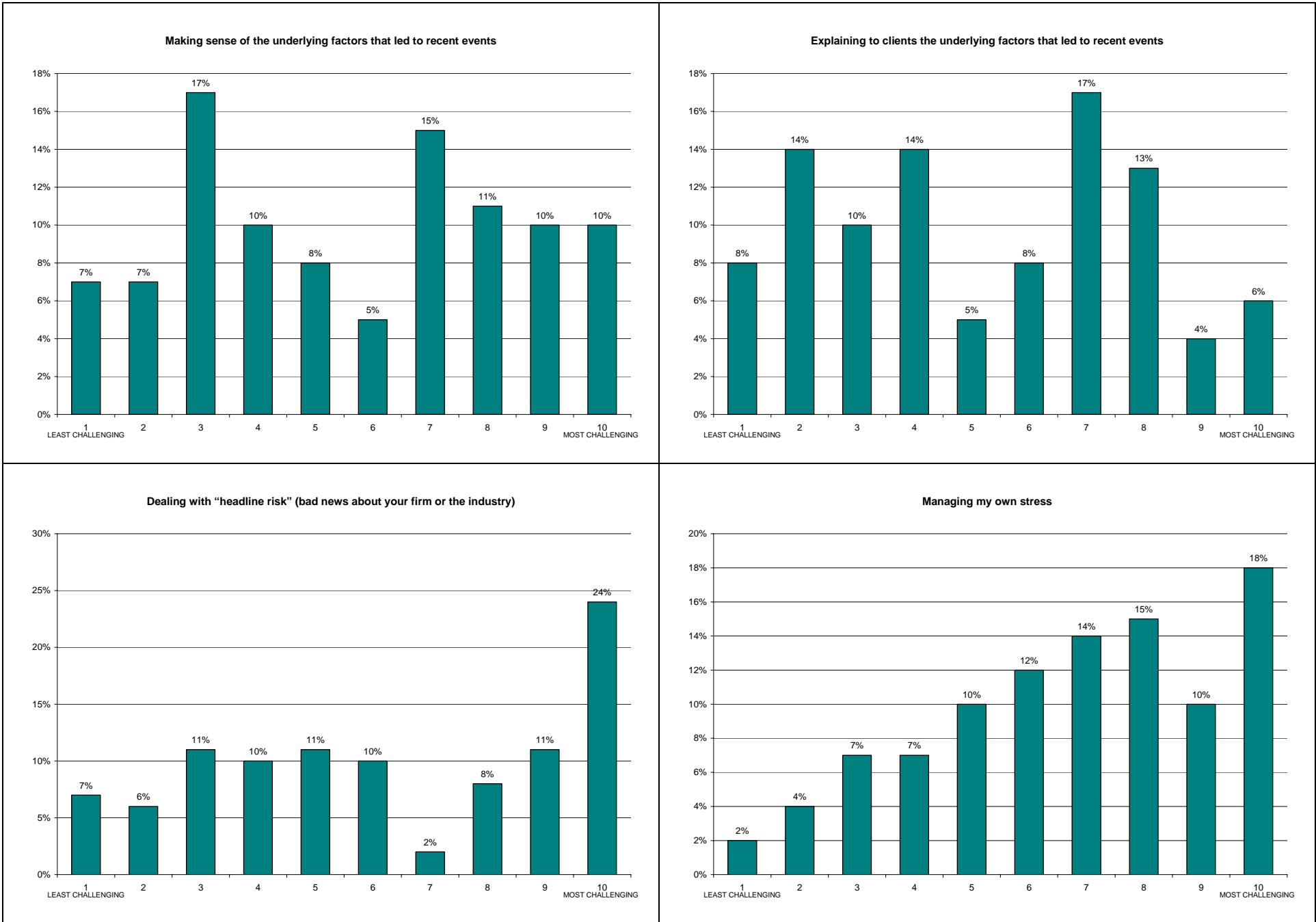
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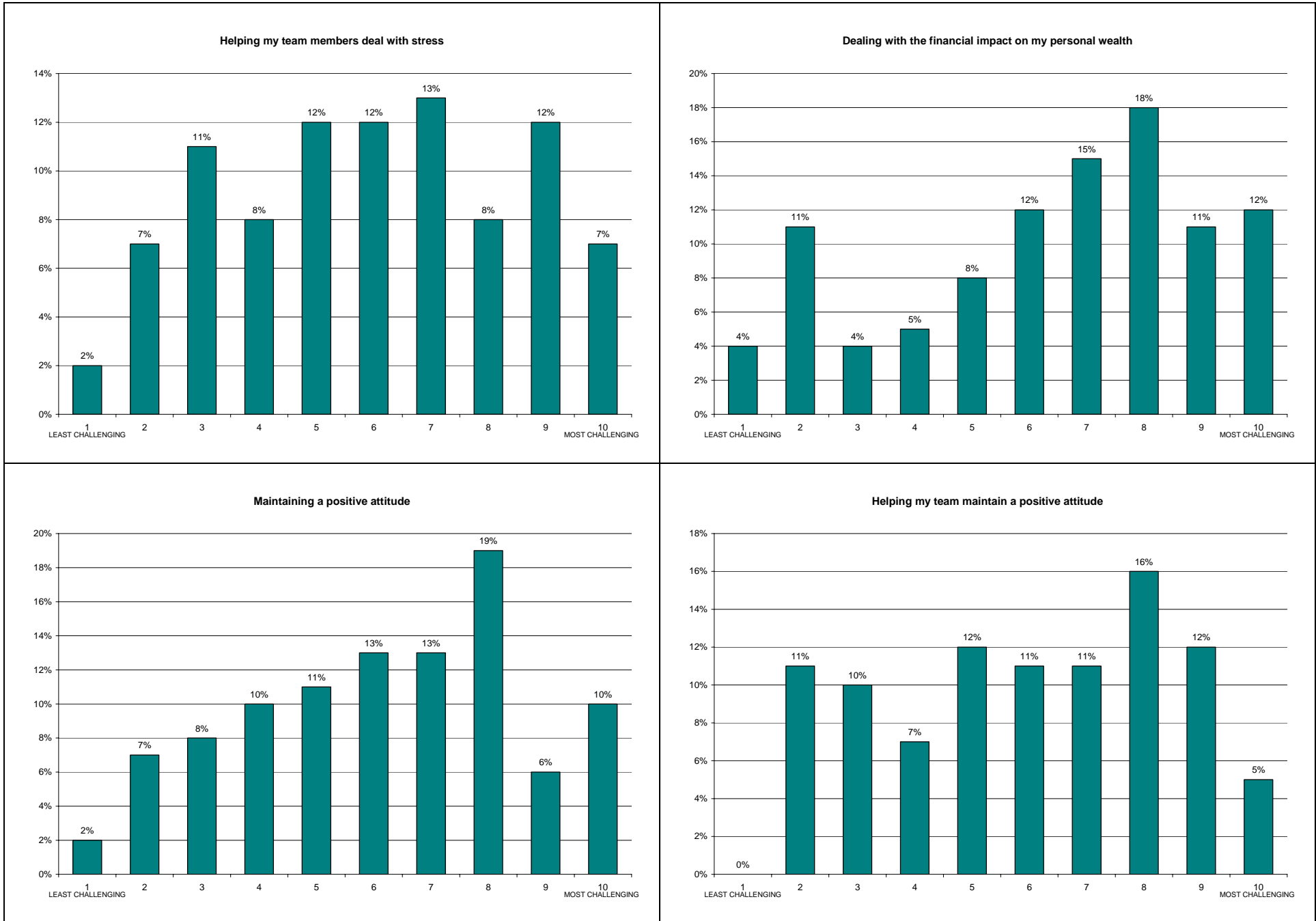
**Q2: How challenging have the following been for you during the past six months? (Recent Challenges)**



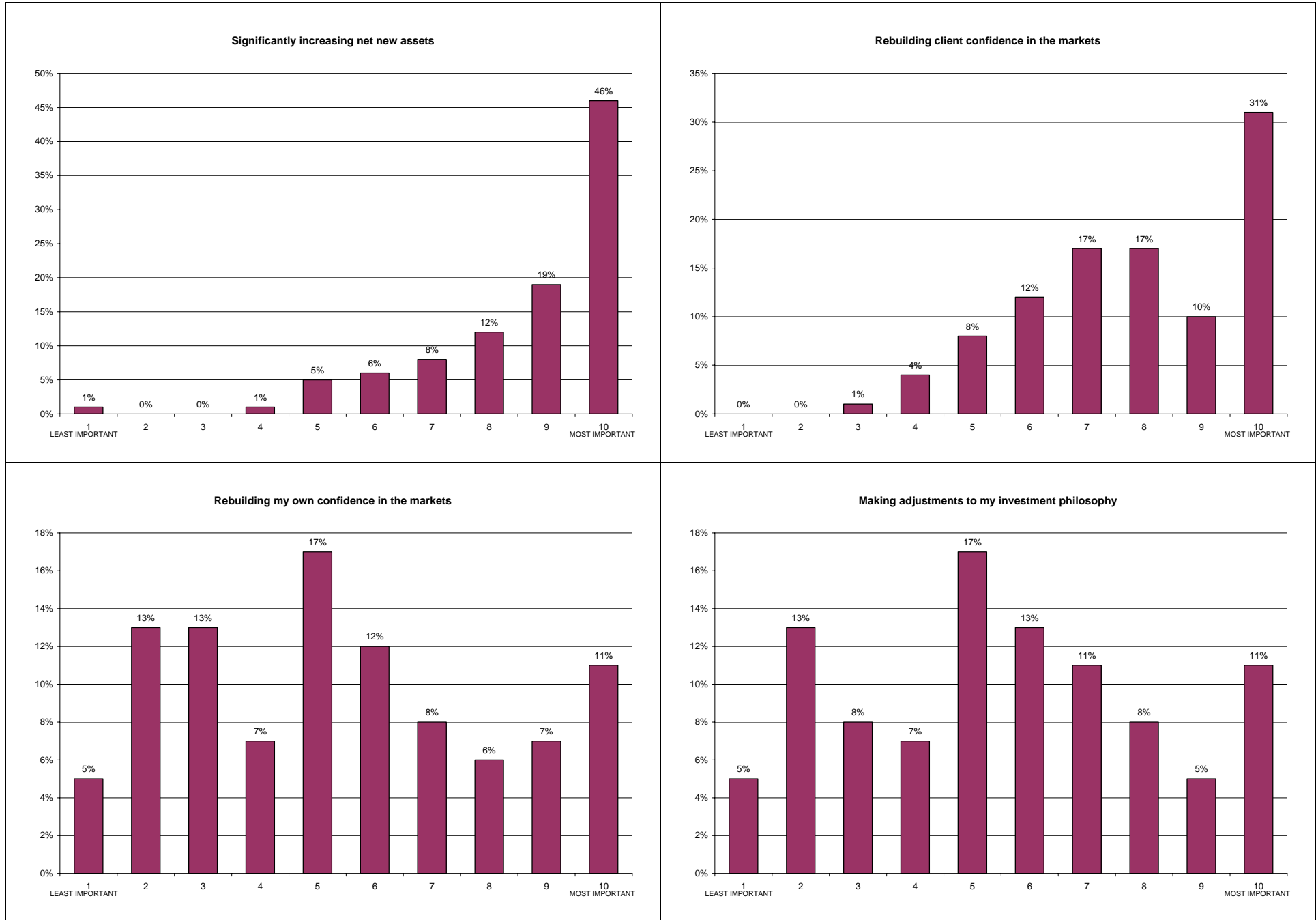
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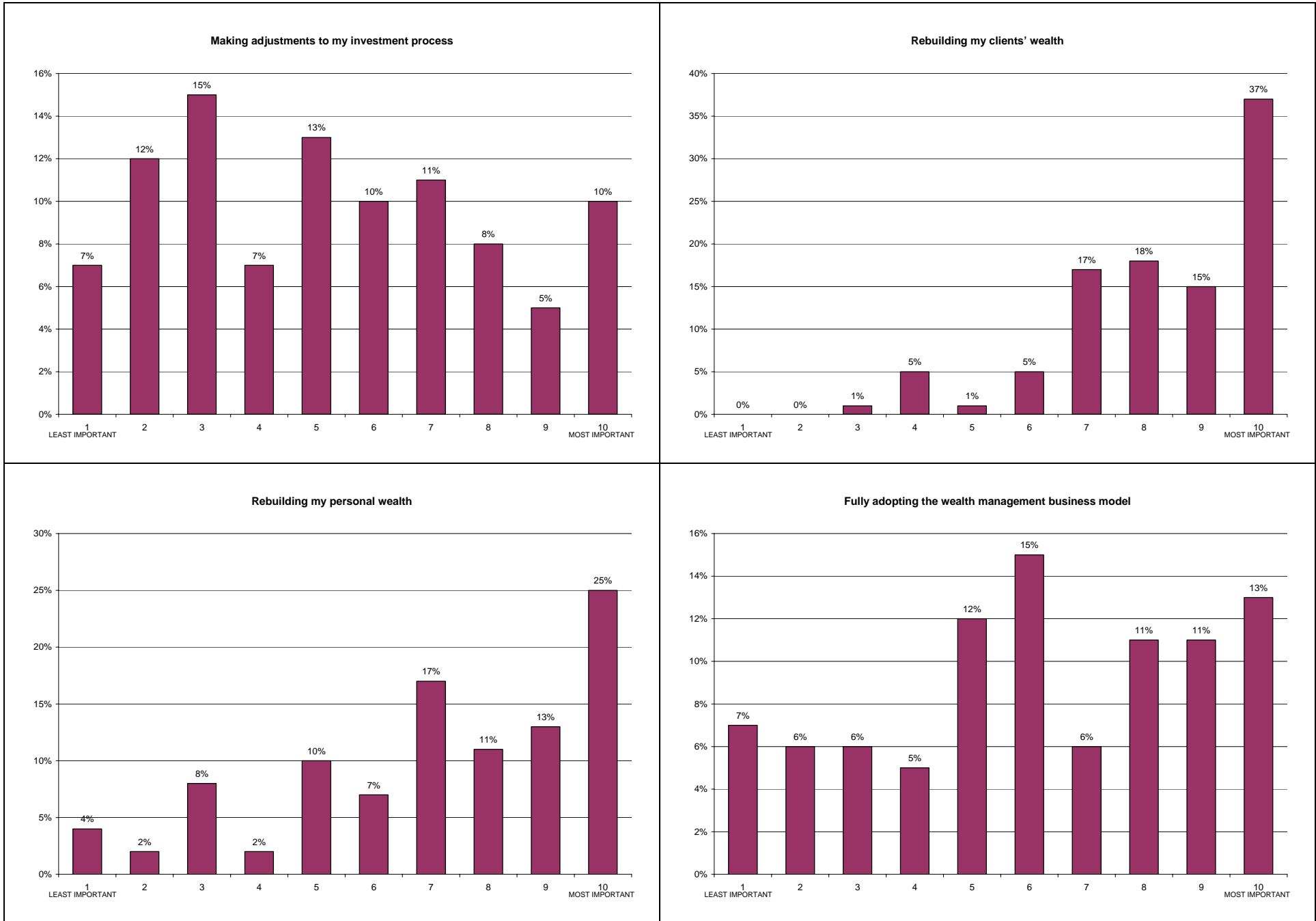
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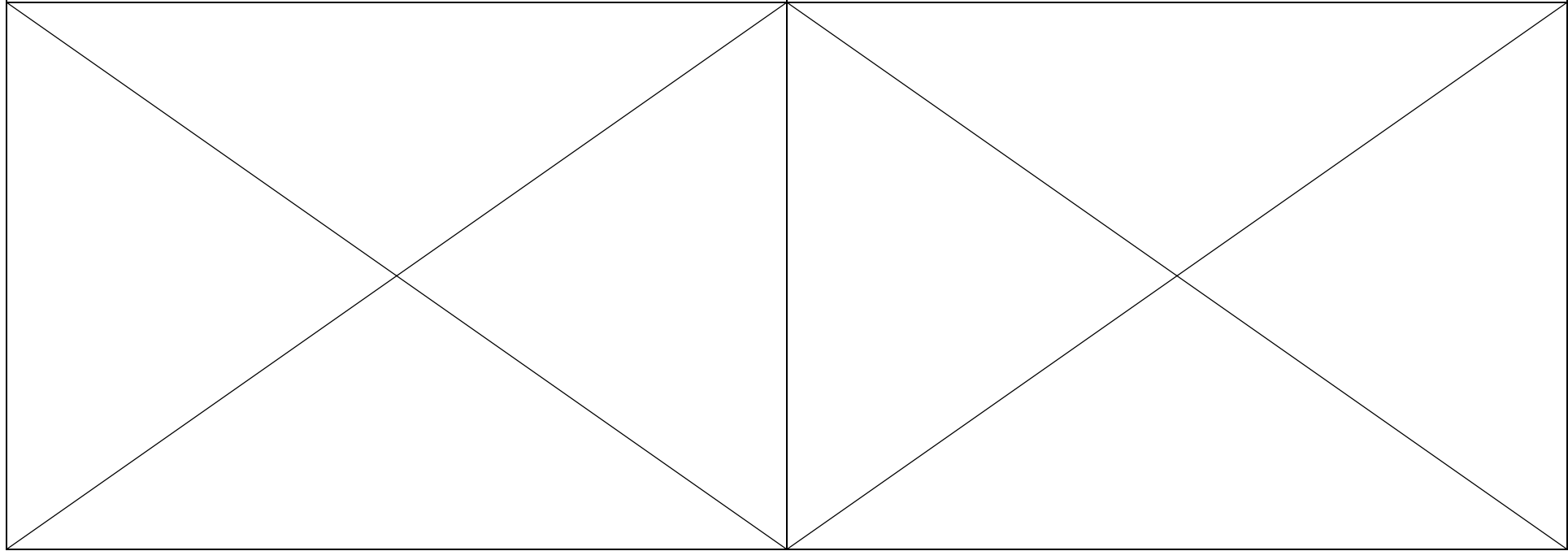
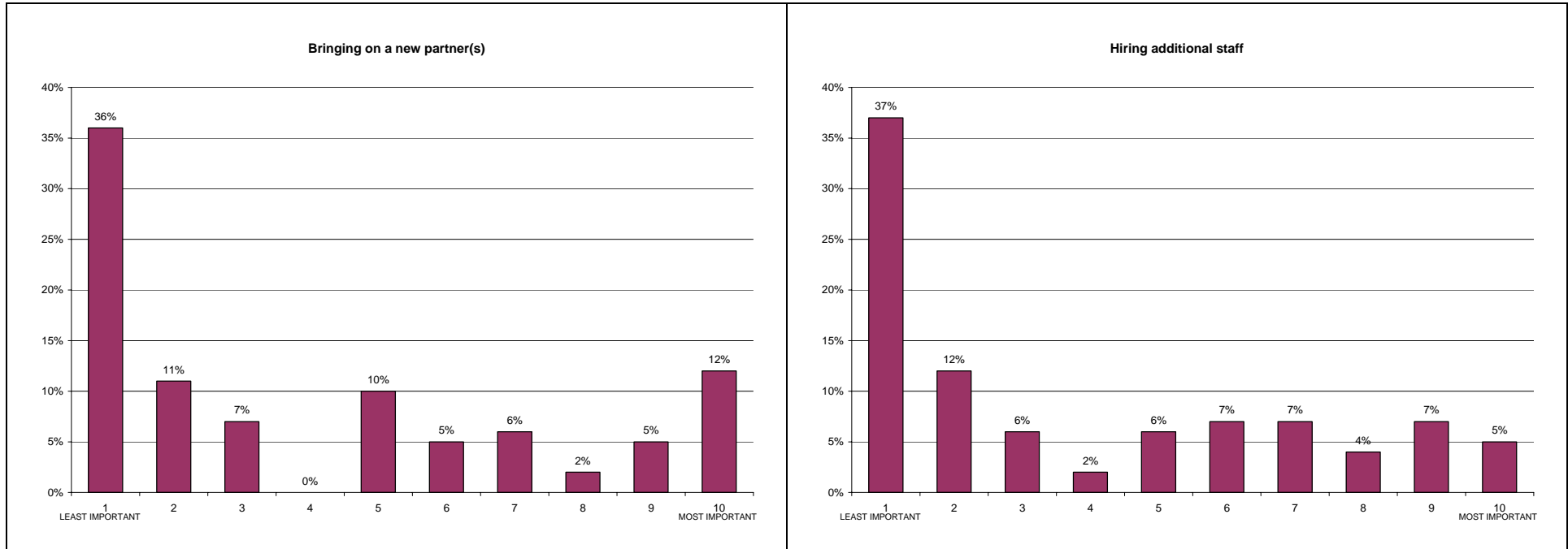
**Q3: Looking ahead to calendar year 2009, how important are the following to your business? (Future Plans)**



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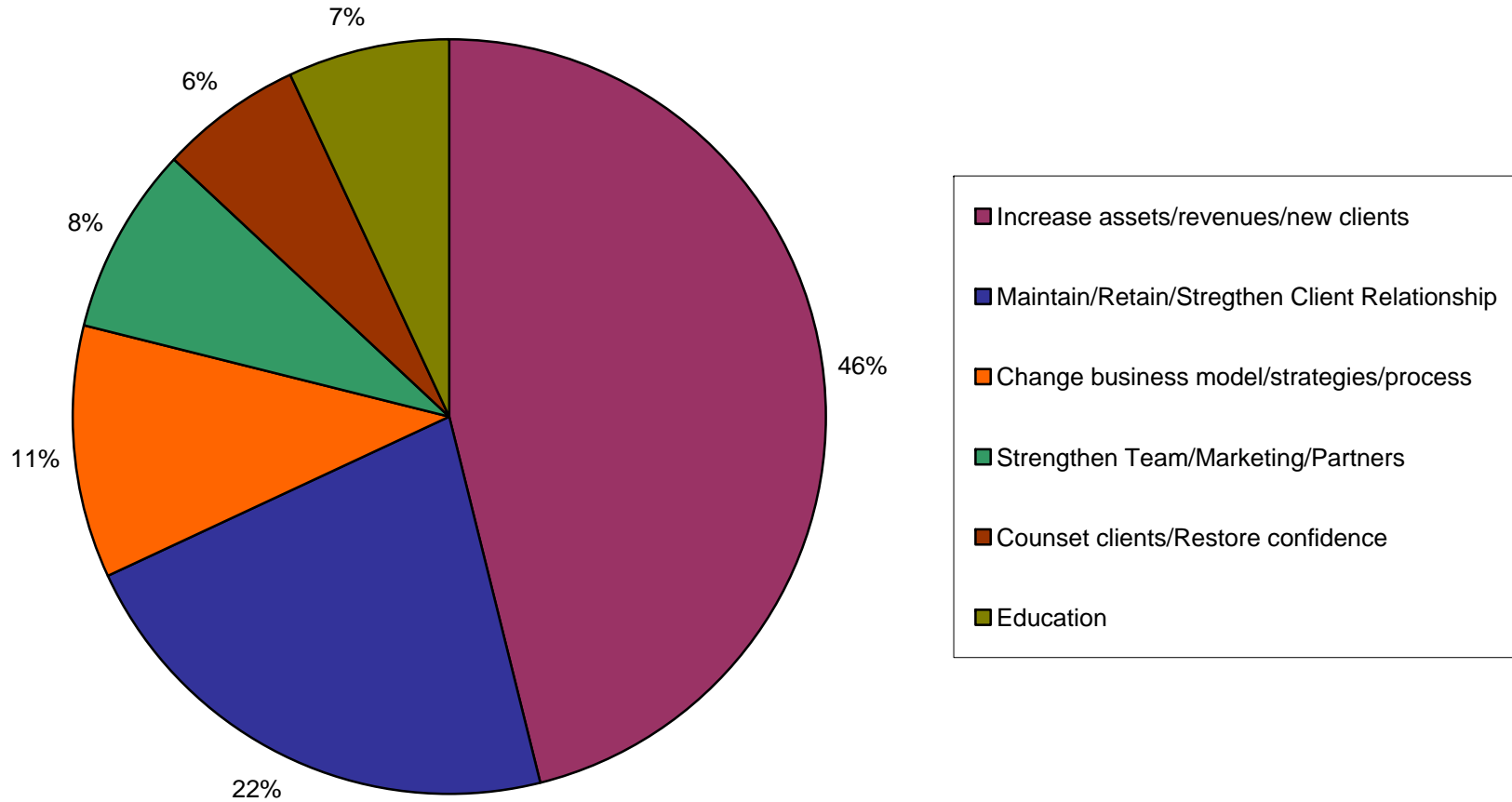


**Q3: Looking ahead to calendar year 2009, how important are the following to your business? (Future Plans)**



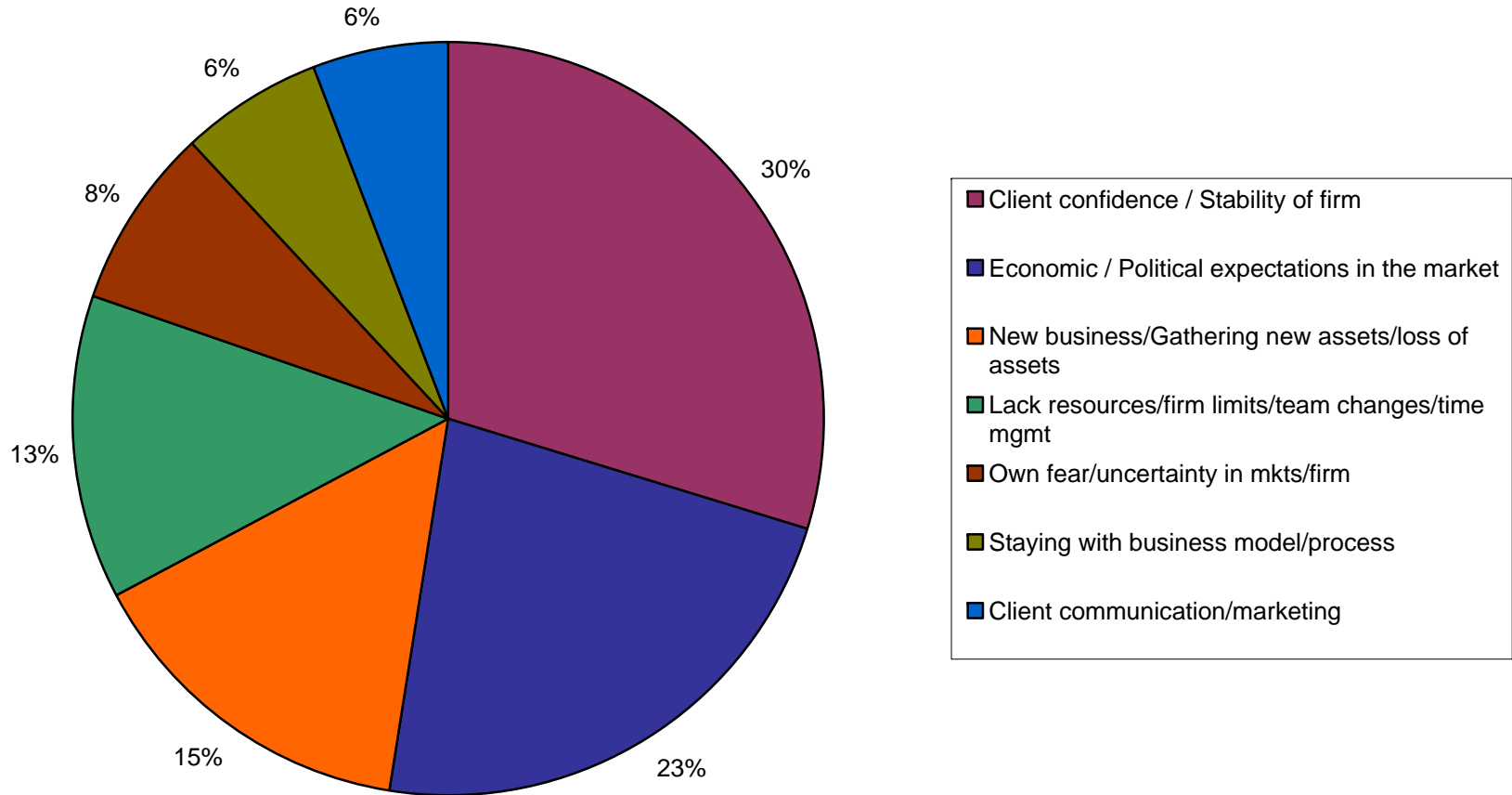
Q4: For 2009, what is your #1 business goal? (Business Priorities)

For 2009, what is your top business goal?



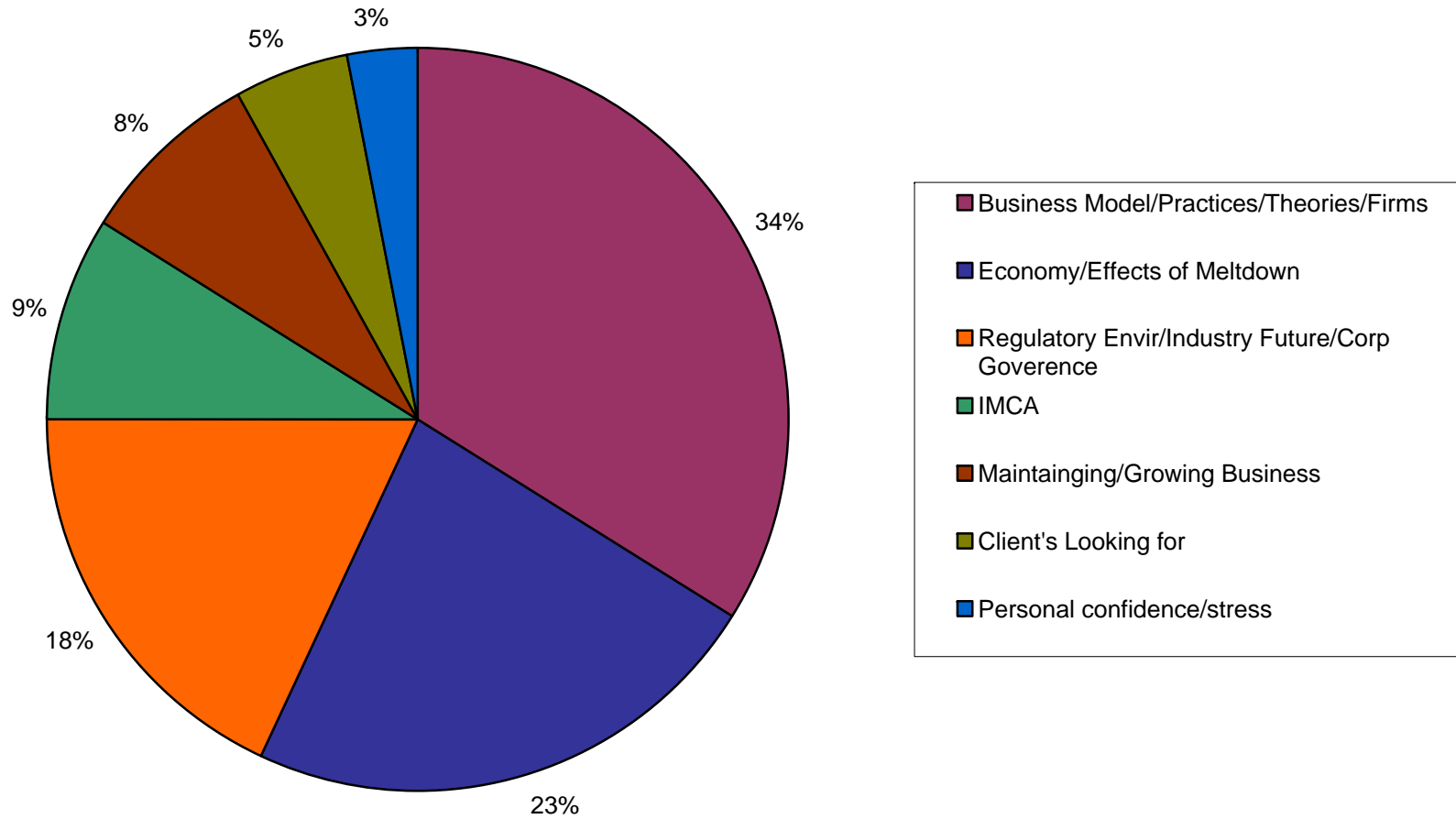
Q5: For 2009, what is the greatest challenge you face? (Future Challenges)

For 2009, what is the greatest challenges you face in your business?

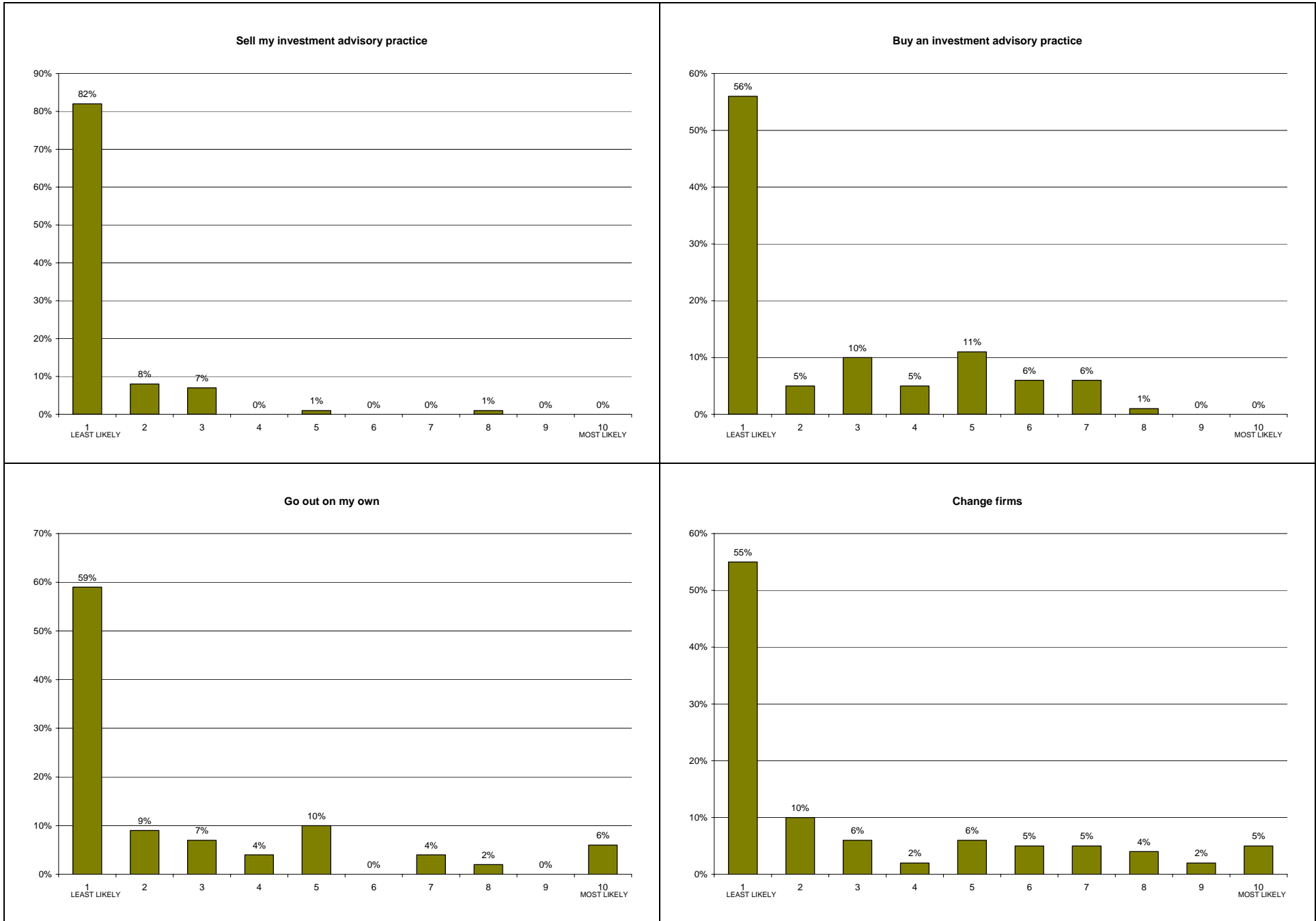


Q6: What question would you like to have answered in future surveys? (Future Questions)

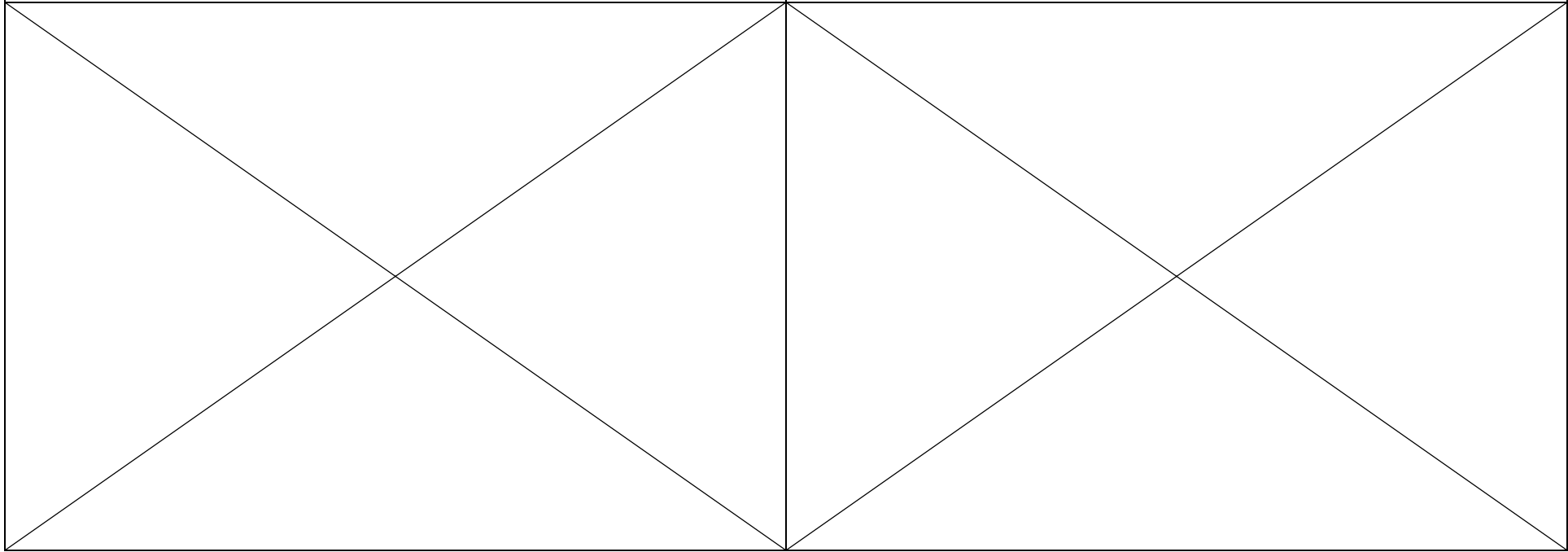
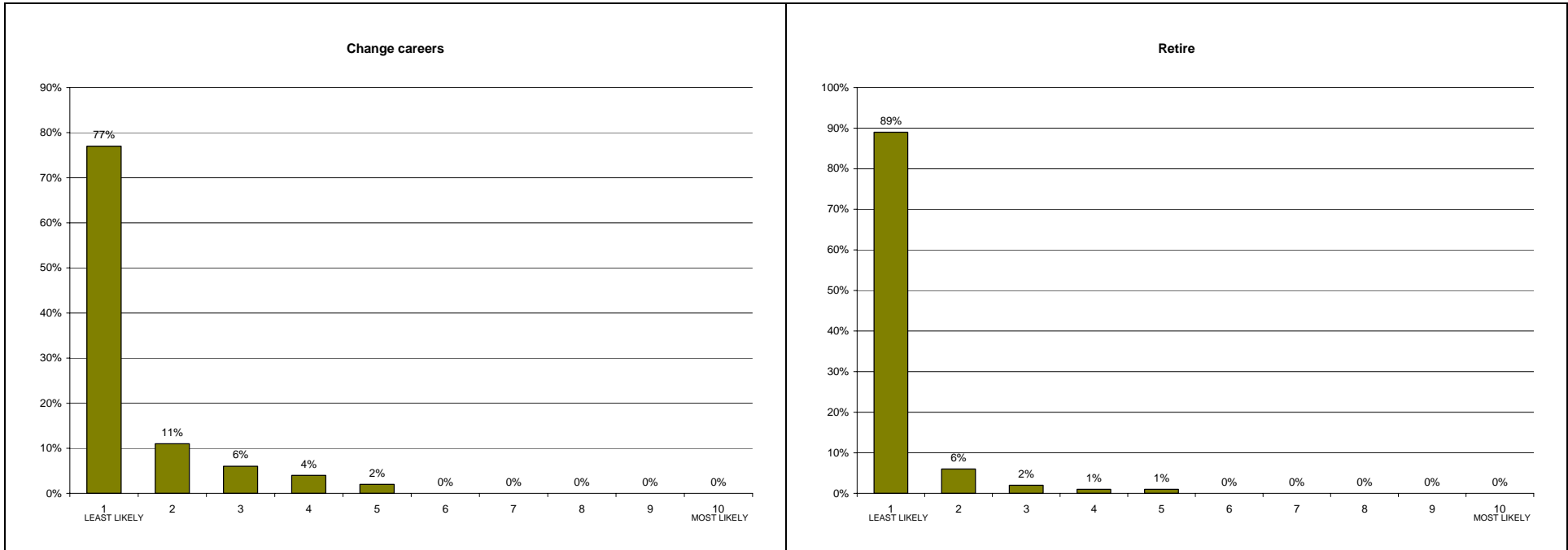
What question would you like to have answered in future surveys?



**Q7: How likely are you to take the following actions in calendar year 2009? (Future Plans)**

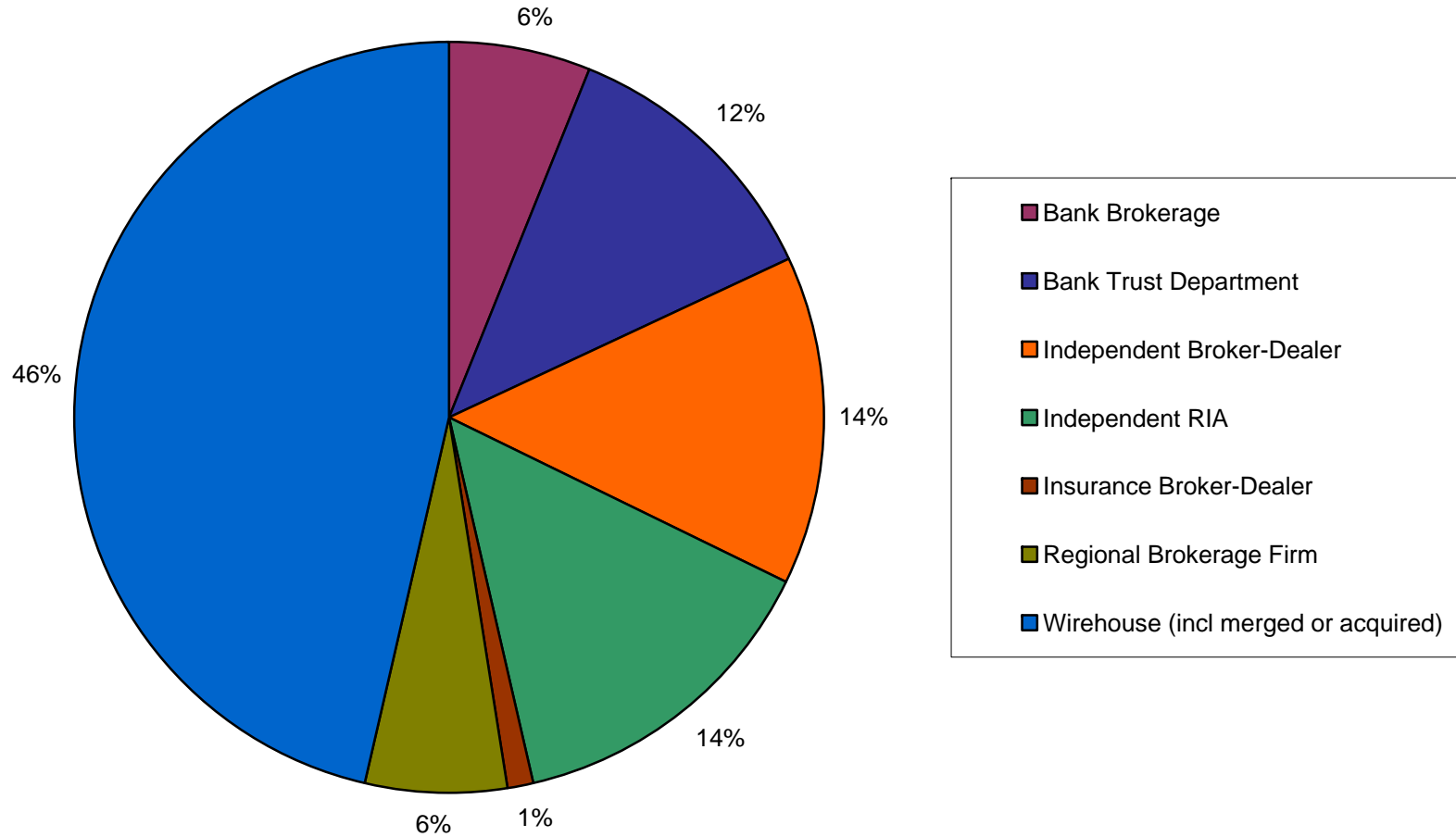


**Q7: How likely are you to take the following actions in calendar year 2009? (Future Plans)**



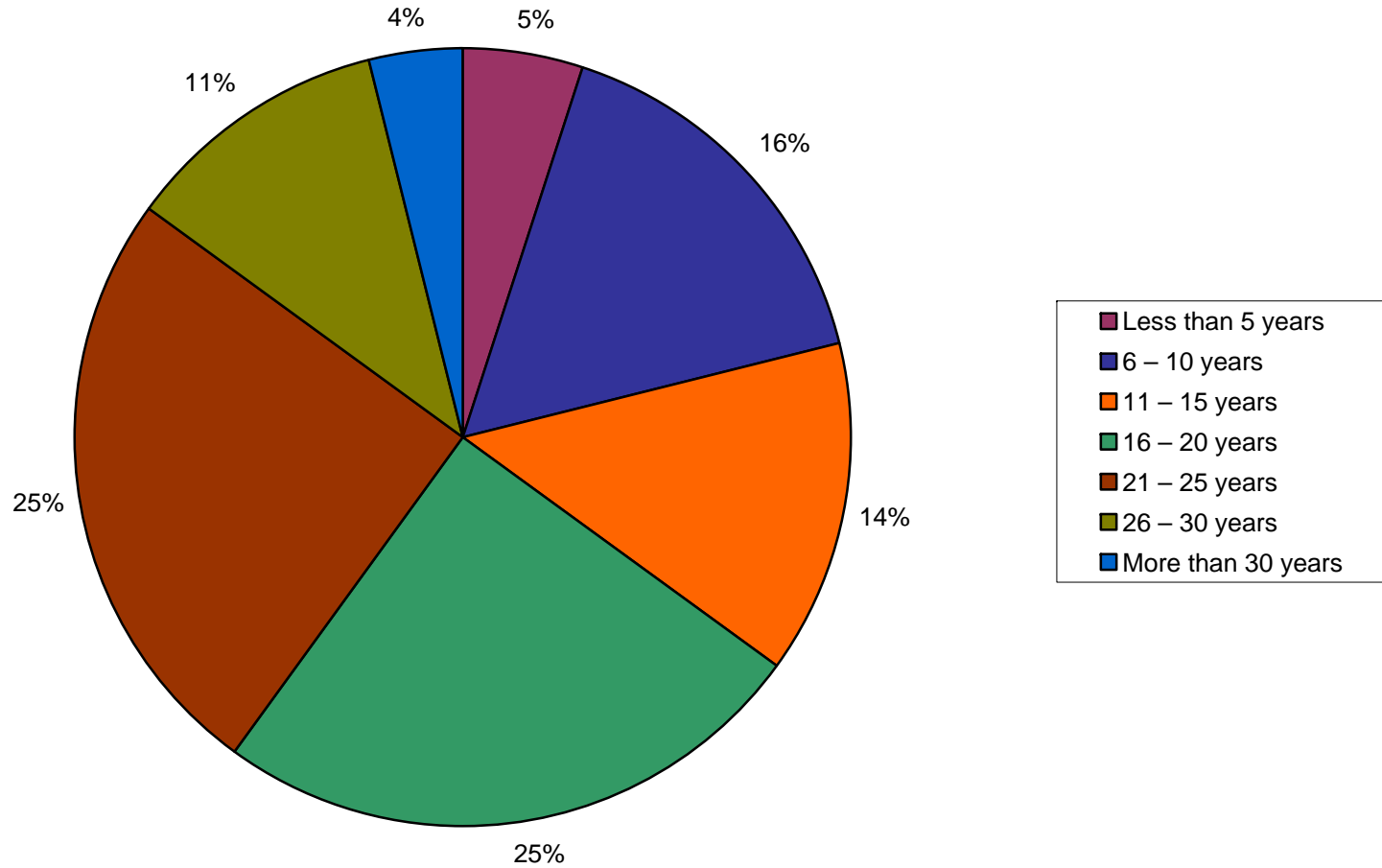
Q8: Which of the following best describes the channel you work in? (Firm Type)

Which of the following BEST describes the channel you work in?



**Q9: How long have you been a financial advisor? (Experience)**

**How long have you been a financial advisor?**



Q10: Which of the following best describes what you do for your clients? (Business Model)

Which of the following BEST describes what you do for clients?

