



Explore a career in the Registered Investment Advisor industry

What is a Registered Investment Advisor?

Registered investment advisors (RIAs) are professional practices that typically provide personalized investment advice to clients who generally require ongoing investment management and/or financial planning services or consultations.

Discover your potential



Feel the satisfaction of helping clients reach their financial goals



Gain industry experience and develop professionally



Serve the next generation of wealth

The RIA industry is one of the fastest growing sectors in financial services

- Independent RIA firms manage **\$4.8** trillion in assets.¹
- RIA channel asset market share is projected to **surpass** wirehouse firms by 2023.²
- **73%** of RIA firms plan to hire talent within the year.³

Myth

1. After graduation, you are on your own as an individual advisor
2. You will start from scratch and your success is shaped by your ability to find new clients
3. The RIA community is small and only serves a niche market in financial services

Reality

1. Depending on the firm's structure, entry-level associates may have the opportunity to partner with senior advisors – so you will learn from experienced individuals
2. Starting roles are typically salaried and do not always require you to find new clients
3. The RIA community is the fastest growing industry in financial services

Next step: Dive in

There's never been a more exciting time to jumpstart your career in the RIA industry. Get started by learning more about the numerous benefits and rewarding experiences that come along with taking the first step.

[Learn more >](#)

¹ The Cerulli Report- U.S. Advisor Metrics, Market Sizing, 2019

² The Cerulli Report- U.S. Advisor Metrics, Market Sizing, 2019 (A wirehouse broker is a non-independent broker working for a wirehouse firm, or a firm with multiple branches such as a national brokerage house.)

³ Results for all firms with \$250 million or more in AUM. 2020 RIA Benchmarking Study from Charles Schwab, fielded January to early April 2020. Study contains self-reported data from 1,010 firms. Participant firms represent various sizes and business models categorized into 12 peer groups—7 wealth manager groups and 5 money manager groups—by AUM size.

Schwab Advisor Services serves independent investment advisors and includes the custody, trading and support services of Schwab. Independent investment advisors are not owned by, affiliated with or supervised by Schwab.

Information is intended to be an overview and educational in nature, is subject to change, and is not a guarantee of future success.

©2020 Charles Schwab & Co., Inc. ("Schwab") All rights reserved. Member [SIPC](#).