

Advisor
case study

Karen McCloskey
CMH Wealth
Management

RIA:
Experiencing the benefits
of Independence

For advisors who want more control over their future, there has never been a better time to make the move to independence. By moving to a registered investment advisor (RIA) firm, you have the freedom to run your own business—your way. It’s a compelling opportunity that has made the independent model one of the fastest-growing segments in the financial services industry.¹

“The beauty of being independent is we set the rules. We figure out what’s going to be important—the core values for our company—and we let that guide us.”

Karen McCloskey, CFP®
Founder and Chief Financial Officer
CMH Wealth Management

As an RIA, you have the ability to build your practice and serve your clients the way you see fit, while potentially keeping more of what you earn. And with Schwab as your custodian, you have an industry leader by your side every step of the way, providing the individual guidance, support, products, and services you need to meet your goals—whatever they may be.

Former corporate advisor thrives with the RIA model

For more than 20 years, Karen McCloskey found success working for large financial institutions as a financial advisor, manager, and director. Yet for every business success she helped secure for her employer, she found herself wanting something more tangible, personal, and rewarding to call her own.

In 2009, McCloskey established CMH Wealth Management as an RIA firm dedicated to building meaningful, long-term client relationships. With support from Schwab Advisor Services™, McCloskey is able to run her own business her way with a wide array of products, services, and support that enables her to deliver a valuable experience clients can rely on.

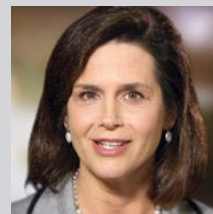
“I came out of a large organization and it was very difficult to operate the way I wanted to operate,” McCloskey says. “Now I can work with clients and not worry about the shareholders, the value of our stock, or where senior management wants us to go. It’s my own company.”

Your future: now

As an RIA, you have control over everything from your technology and operations to how you market your firm and serve your clients. And by working with Schwab, you have the resources and support you need, when you need them, from one of the most trusted names in the industry.

Whether you start your own practice or join an existing firm, you have the ability to choose between a conventional RIA model or a hybrid offering that allows you to deliver fee-based services alongside your traditional brokerage business by affiliating with an independent broker-dealer (IBD). Whichever path you choose, Schwab offers the industry-leading service, support, products, and resources to help you build and grow your business.

“We came into the RIA business not having any experience in building a firm from the ground up,” McCloskey says. “Schwab really led us down the path and helped us set up the custody platform and perform all of the back-office operations so that we could focus on our clients.”



Firm: CMH Wealth Management

Location: North Hampton, NH

AUM: \$129 million

History: Founded in 2009

Staff: 6

“Being an independent advisor really allows me to work with clients the way I want to work with them. It’s my firm and I can set the priorities.”

— Karen McCloskey

“The wider RIA community is a group of very like-minded people who are entrepreneurial in nature. Everybody has a different story and slightly different goals but we’re all in it because we want to be in charge of our own destiny.”

Personalized support for a seamless transition

If you are thinking about making the move to the independent model, chances are you have a lot of questions: When is the right time to make a move? What will it cost? What’s the process for transferring accounts—and how will it affect my clients?

Schwab can help you find the answers. There’s a reason why more independent advisors are working with—and entrusting their assets to—Schwab. Your team of dedicated Schwab professionals will help you create a detailed, customized plan for every step of the transition process.

And Schwab’s dedicated support does not end with transition. Once your firm is up and running, Schwab professionals are ready to help you keep moving forward.

“We have one team at Schwab and whenever we call, they know who we are and that is of enormous value to us,” McCloskey says. “Schwab has taken the time to understand our firm and how we work so that they can execute for our clients.”

Tools and resources for long-term success

As an RIA working with Schwab, you’ll have access to Schwab professionals, online resources, and practical tools to help you manage your firm. In addition to helping you choose the flexible, integrated technology platform that’s right for your firm, Schwab offers opportunities for peer-to-peer networking and access to industry-leading benchmarking research, proprietary diagnostic tools, templates, and case studies drawn from years of supporting RIAs.

“Schwab is committed to bringing education to advisors and letting them pick and choose what they need to learn,” McCloskey says. “That resource is invaluable. If we had to go out and replace that, it would be very costly for our firm. It’s a commitment from Schwab that helps us stay competitive.”

Why CMH Wealth Management chose Schwab and the RIA model

- Freedom to build the business in alignment with its goals and values
- Opportunities to improve office efficiency and productivity with integrated technology that allows CMH advisors to spend more time serving clients
- The ability to quickly adjust and scale with business needs and market demands
- Flexibility to grow the business and provide clients with exceptional service

Watch and learn more

The Schwab Advisors Services video library includes a feature on Karen McCloskey and other advisors. Go to advisorservices.schwab.com, select the Tools & Resources tab, then click through the video reel located at the top of the page.

Take control
of your
future.

Visit advisorservices.schwab.com
or call 877-687-4085

MEANT FOR INSTITUTIONAL AUDIENCES.

Experiences expressed concerning becoming an RIA are no guarantee of future performance or success and may not be representative of your experience.

The RIAs and their representatives use Schwab for custody, trading, and operational support. The information provided and the views expressed by these individuals are their own, without endorsement or verification by Schwab. Advisors are independent and are not employees or agents of Charles Schwab & Co., Inc. The views expressed are for educational purposes only and should not be construed as a recommendation, an endorsement, or a sponsorship by Schwab, and some statements have been edited.

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TWI (0313-1799) MKT73636MCC-01 (06/14)