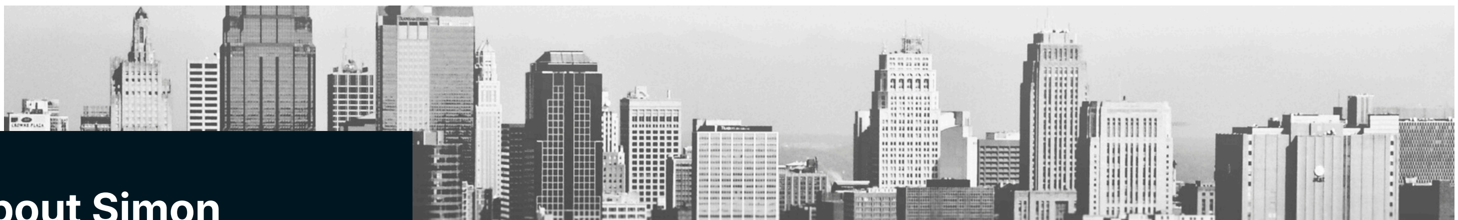
CASE STUDY | 2026

How Simon Quick Advisors Leverages FINTRX to Identify High-Quality RIA Targets for M&A & Advisor Recruitment



About Simon Quick Advisors

Simon Quick Advisors is an independent wealth management firm founded in 2004, serving high- and ultra-high-net-worth individuals and families. The firm oversees approximately $11B in assets under advisement, including $9B in assets under management, and employs around 100 professionals across multiple U.S. offices. Simon Quick Advisors is focused on delivering highly customized investment strategies and building long-term, client-first relationships.

Simon Quick operates with a strong ownership culture and no outside capital. As the firm continues to grow, it has placed increased focus on inorganic growth through M&A and advisor recruitment, targeting independent RIAs that align with its client profile and investment approach.

Challenges

As Simon Quick Advisors placed greater emphasis on building a more systematic approach to inorganic growth, the team sought a more efficient way to identify, organize, and evaluate opportunities across the independent RIA landscape. While existing methods supported prior growth, the process relied heavily on manual research and pulling information from multiple sources.

- **Manual Research Across Multiple Sources:** Identifying opportunities required leveraging public databases such as SEC filings, BrokerCheck, LinkedIn, and internally built lists, with information gathered and organized manually.
- **Need for More Structured, Repeatable Search Processes:** As the firm expanded its focus on M&A and advisor recruitment, there was a growing need to move from opportunistic sourcing to a more systematic, repeatable approach.
- **Highly Specific Target Criteria:** The team focuses on independent RIAs within defined parameters (AUM range, client size, custodians, advisor credentials), requiring precise filtering to consistently surface relevant opportunities.
- **Fragmented View of Opportunity Data:** Pulling together relevant firm and contact information required aggregating data from multiple sources, making it more time-consuming to organize and evaluate opportunities efficiently.

Why They Chose FINTRX

FINTRX stood out as a way to bring structure and efficiency to a process that had historically been manual. After seeing the platform, Mark DeLotto, Partner at Simon Quick, quickly recognized its ability to replicate what he had been doing for years, just in a more systematic way. With highly specific search capabilities, AI-driven insights, and the ability to organize results in seconds, FINTRX enables more targeted identification of RIAs that align with the firm's growth strategy, all within a single platform.

Results & Impact

FINTRX provides a more streamlined and structured way for Simon Quick Advisors to identify, organize, and evaluate potential opportunities across M&A and advisor recruitment. By centralizing firm intelligence and enabling targeted list building, the platform helps the team move more efficiently from research to outreach.

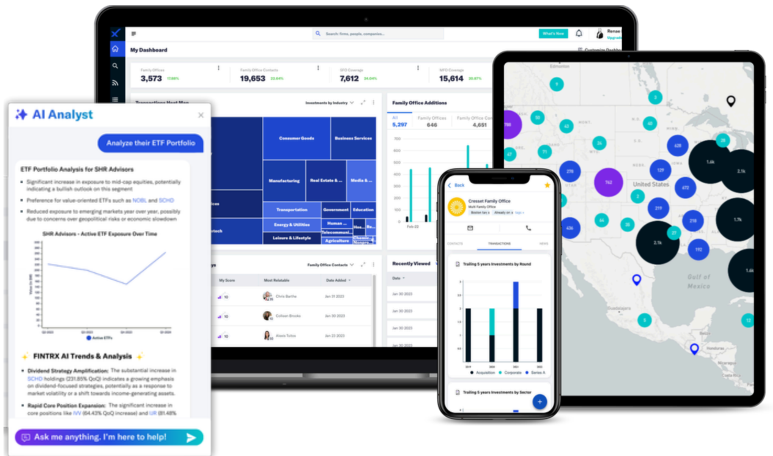
- **Focused Pipeline of Relevant RIA Opportunities:** FINTRX helps narrow a broad universe of RIAs into a targeted set of firms that meet defined criteria around size, client profile, custodians, and advisor experience, allowing for more focused and efficient outreach.
- **Faster Organization of Disparate Data:** Information that was previously gathered across multiple sources can now be compiled and structured within a single platform, making it easier to review and compare opportunities.
- **More Efficient List Building for Outreach:** Target lists can be created quickly based on specific search criteria, supporting more focused outreach across both M&A opportunities and advisor recruitment.
- **Stronger Preparation Ahead of Conferences & Meetings:** FINTRX is used to research attendees and firms in advance, helping quickly determine who fits within the firm's target profile before engaging.
- **On-Demand Insights Through AI Analyst:** FINTRX's AI Analyst provides a faster way to evaluate firm composition and historical trends without digging through filings. DeLotto noted, *"Being able to ask the AI Analyst, 'Hey, put together a historical chart showing me the changes in the different types of clients, percentage changes up and down, commentary—all of it,' the system's capable of doing, which is just amazing."*

"The system can really do anything you want in terms of search... there's no end to the ability to filter through millions of pieces of data and find what you're looking for, even if it's a very specific, tailored ask. For anybody looking to grow inorganically, it's a go-to tool... a one-stop shop for B2B development opportunities."

Mark DeLotto
Partner at Simon Quick Advisors, LLC

About FINTRX

AI-Driven Private Wealth Intelligence That You Can Trust



FINTRX is the leading private wealth intelligence platform, offering the industry's most expansive and up-to-date data on registered investment advisors, broker-dealers, wealth teams, family offices, endowments, and foundations.

Powered by industry-leading AI, FINTRX helps firms distribute funds, raise capital, recruit advisors, identify M&A targets, and drive strategic growth.

FINTRX now provides access to data and intelligence covering 850,000+ financial firm and contact records, including more than 4,400 family offices and 44,000 RIA and broker-dealer firms.

To learn more or request a trial, scan the QR code below.

Advisor Recruiting and M&A

Identify high-potential advisor teams, assess recruitment opportunities, and craft strategic pitches. Perfect for targeting wirehouse teams, independent RIAs, or wealth management entities with data-driven insights.

Fund Distribution

Empower your ETF, mutual fund & product distribution efforts with actionable insights tailored to your goals. Uncover trends, analyze holdings, optimize your distribution strategies, and identify key market opportunities.

Asset Raising

Target the right investors, personalize outreach & accelerate capital-raising with data on 4,400+ family offices, including investment preferences, direct investment activity, and key investment decision-makers.

Lead Generation

Instantly surface RIAs, broker-dealers, and family offices that align with your product or service, eliminating wasted outreach.