

A low-angle, upward-looking photograph of a modern skyscraper with a glass facade. The building's structure is composed of a grid of dark metal frames and reflective glass panels, creating a complex geometric pattern. The sky is a pale, clear blue. The building's lines converge towards the top of the frame, emphasizing its height and architectural detail.

# ANALYZING PRIVATE WEALTH GROUPS

WIREHOUSES • AGGREGATORS

An in-depth exploration of the private wealth teams behind some of the largest financial institutions in the United States.



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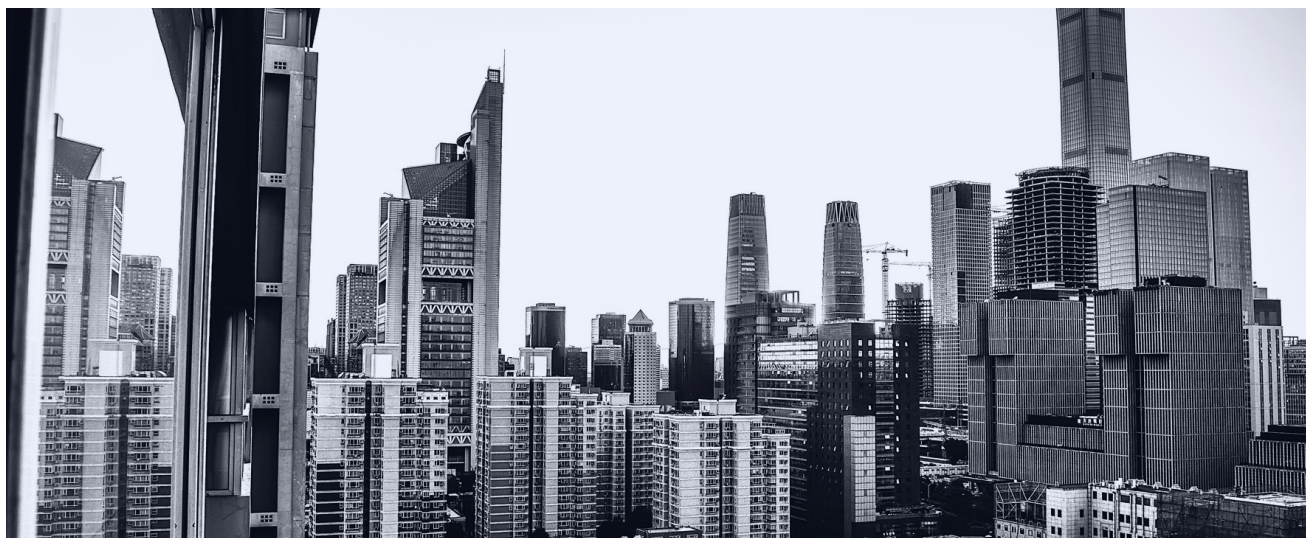
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# INTRODUCTION

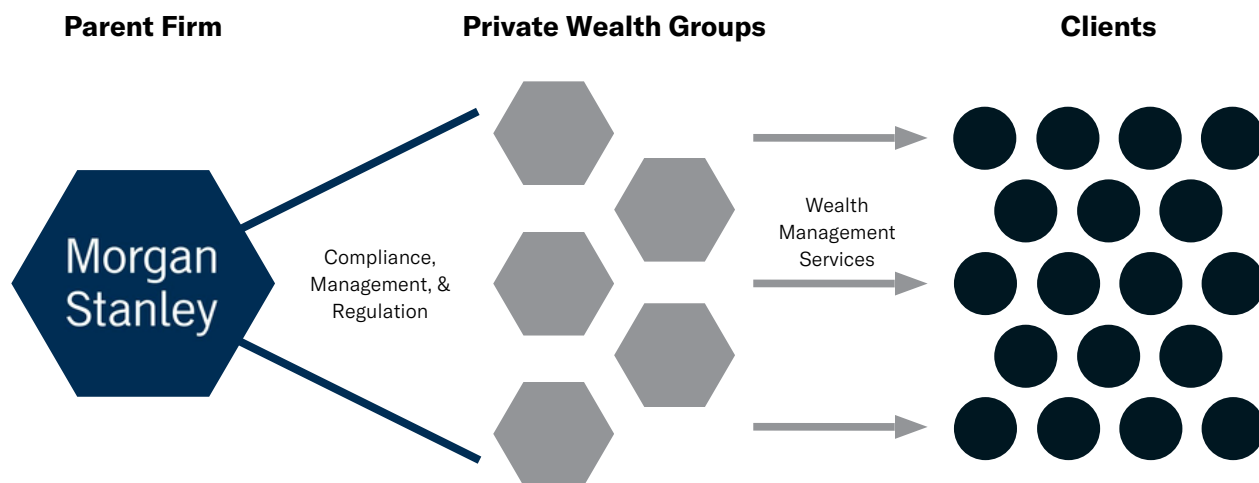
In a constantly evolving financial landscape that can be complex and overwhelming, private wealth groups play a pivotal role in helping their clients navigate investment strategies and take advantage of financial opportunities. These groups, housed within larger ‘parent’ financial institutions, specialize in catering to the needs of their clientele, offering not just financial advice, but an entire spectrum of services designed to safeguard and enhance wealth. Similar to family offices, these groups can be extremely hard to identify and source accurate and actionable information on. To provide as much clarity into the world of private wealth and investment management, FINTRX is proud to provide in-depth data and insights on these niche groups.

In this white paper, we define private wealth management and discuss different types of groups and how they work to preserve and grow the wealth of their clientele for future generations. Continue reading for a glimpse at the exclusive and comprehensive [FINTRX Private Wealth Groups data module](#) with insights and breakdowns provided through our advanced data intelligence platform. Whether you are a seasoned industry professional or new to the world of private wealth, this guide will provide valuable insight into the inner workings of these unique investment advisory groups.

# WHAT ARE PRIVATE WEALTH GROUPS?

Private wealth groups are wealth management teams that serve clients such as high-net-worth individuals and families, corporations, foundations or endowments, offering a range of comprehensive financial services. These groups, housed under or within large 'parent' financial institutions such as Hightower Advisors or Wells Fargo, provide a wide array of services, such as insurance services, tax strategy, retirement & estate planning, investment portfolio management and so on, tailored to the specific needs of their clientele. While each group is unique in the types of services and clients they specialize in, their main goal is simple: to preserve and grow their clients' wealth.

With their unique expertise and specialized knowledge, private wealth groups have a significant impact on the financial services industry, often providing access to exclusive investment opportunities, such as hedge funds or other alternatives, which allow clients to diversify their portfolios and potentially achieve higher returns. These groups contribute significantly to the overall stability of the financial markets and foster strong client relationships built on trust, confidentiality, and personalized service. They take a holistic approach to wealth management, considering not only financial factors but also the unique values, aspirations, and legacy goals of their clients. This client-centric approach sets them apart and establishes long-term partnerships based on mutual understanding and shared objectives.



## WHAT SERVICES DO PRIVATE WEALTH GROUPS PROVIDE?

As previously noted, private wealth groups provide a myriad of services pertaining to both wealth & estate planning, all for the purpose of making asset preservation and growth more simple, efficient and effective for their clients. While the bulk of these groups' responsibility falls within the realm of wealth and asset management, many groups specialize in anything from legal services to philanthropic giving.

**Private wealth groups generally offer some combination of the following services to their clients:**


- Alternative investments
- Asset allocation and management
- Business planning and corporate services
- Cash management and lending
- External manager selection
- Insurance services
- Lifestyle advisory services
- Philanthropic services
- Portfolio management
- Real estate management and investment
- Retirement and estate planning
- Risk management
- Tax and financial planning
- Trust services
- Wealth management




## WHAT MAKES PRIVATE WEALTH GROUPS UNIQUE?

Unlike family offices or independent wealth advisors, private wealth groups operate under larger parent firms, which often handle the majority of business operations, compliance, or management decisions and allow these teams to focus solely on handling their clients' finances. All three of these types of entities offer a variety of financial advising and related services and cater to similar client segments, but what makes private wealth groups unique is that they are backed by the immense resources and research of a larger firm. While this may restrict these groups' in their product or investment strategy offerings, it often offers a more secure, cost-effective, or robust option for clients considering wealth management services.


### PRIVATE WEALTH GROUPS...




Operate under a larger 'parent' financial institution as a specialized unit within the firm



Are backed by the research, resources and experience of a large financial institution



Are often not required to file with the SEC (which is instead handled by the parent firm), and therefore offer little to no data on their individual AUM, operations or services offered



Can be limited to the products and services offered by their parent firm, but this relationship also provides a direct line to top-tier products with minimal fees or obstacles



## CLASSIFYING PRIVATE WEALTH GROUPS

The organization of private wealth groups and their structures and relationships to their parents firms can take many different forms. Two classifications--wirehouse groups and independent aggregator groups--are a couple of the more common structures observed with these groups. While both types refer to wealth advisory groups operating under larger financial institutions, there are some key differences in their relationships to their parent firms and the products and services they tend to offer.

### WIREHOUSE GROUPS

Groups that fall under the 'wirehouse' category are those that sit directly within a firm that is either classified as a wirehouse or that operates similarly to these mega financial institutions.

- Linear relationship with their parent firm
- Seamless access to top-tier financial products, often with minimal fees
- Backed by the immense resources and research of some of the world's largest institutions such as UBS or J.P. Morgan
- Can be limited to the products and services offered by their parent firm



### AGGREGATOR GROUPS

Independent aggregator groups are part of a network under a parent firm that often focuses on managing these groups as one of their main business activities.

- Parent firms may or may not manage assets or offer financial products
- Often acquired as pre-established independent wealth management firms
- Have a bit more flexibility in product offerings, but have a potential for higher fees from third-party providers
- May offer a more bespoke approach for their clients, free of ties to a wirehouse



# FINTRX PRIVATE WEALTH GROUPS DATA

It is clear that private wealth groups are an integral and highly important piece of the larger financial services and investment landscape--managing trillions of dollars in assets and advising some of the worlds wealthiest and most influential people. Despite the immense role that these groups play in the industry, data on their managed assets, client types, services offered and contact information is largely un-centralized and difficult to uncover. Finding clear and actionable data on these groups is tedious and inefficient, requiring hours of manual research and thousands of spreadsheet records.

In an effort to expand our data offerings to the furthest extent, we are proud to offer a comprehensive dataset on these private wealth groups with unparalleled access to accurate information and valuable insights on the teams that operate under larger financial institutions, [all in one unified, powerful interface.](#)

**18,000+**

Private Wealth Groups

**70,000+**

Reps &amp; Key Contacts

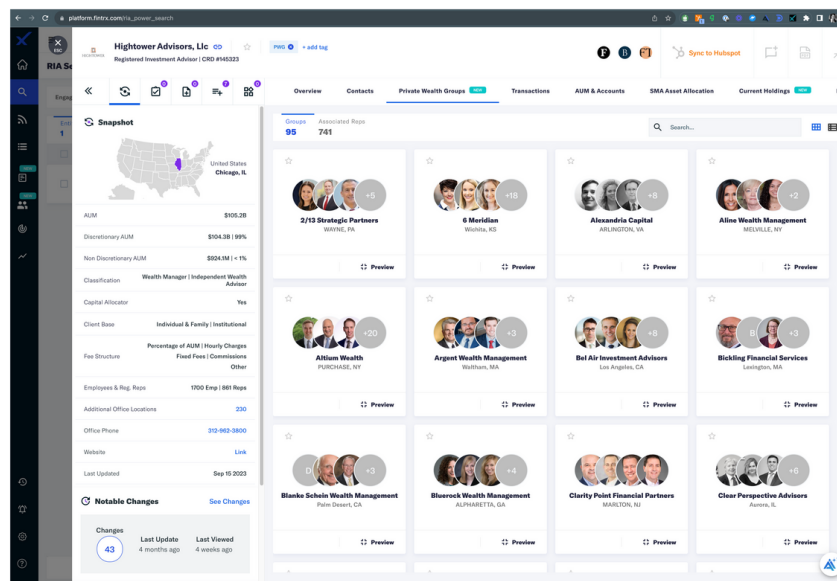
- Comprehensive Profiles
- Direct Contact Information
- Account & AUM Data
- Services Offered
- Client Demographics
- Office Locations

[LEARN MORE](#)



## FINTRX DATA OFFERINGS & CAPABILITIES

- Uncover wealth management professionals and their associated teams with comprehensive profiles and investment strategy data
- Disseminate your fund and investment products directly to private wealth teams with direct contact information for key groups and decision-makers
- Seamlessly leverage vast networks of wealth advisors with advanced filtering functionality and user-friendly interfacing & workflow tools



**Private Wealth Groups** NEW

**Firm Name**

**Private Wealth Group Name**

**U.S. Region**

**Clients Served**

**Specialties**  

☐ Alternative Investments
 ☒ **Asset Allocation**
☐ Business Planning
 ☐ Estate Planning Strategies
 ☐ Financial Planning
 ☐ Insurance Services
 ☐ Investment Management

**Est. Group AUM**

**Min. Account Size**

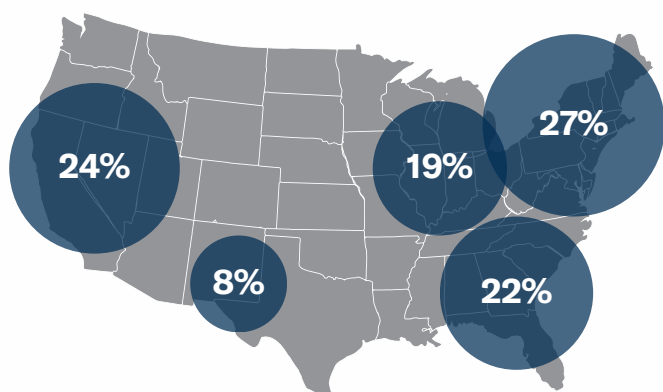
**Group Size**

**Seamless access  
to expansive pools  
of private wealth  
capital, right at  
your fingertips.**

**LEARN MORE**

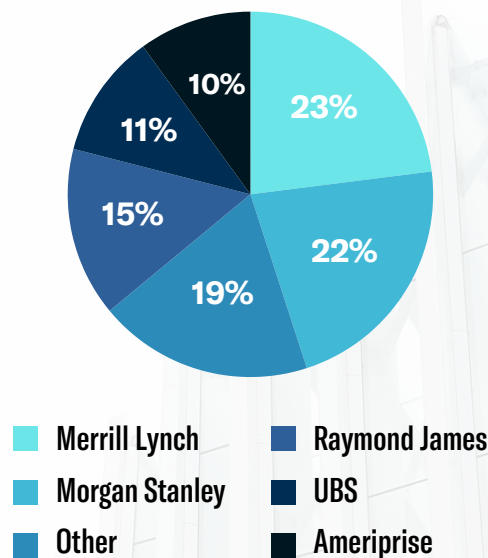
## FINTRX PRIVATE WEALTH GROUPS DATA

### GEOGRAPHIC BREAKDOWN

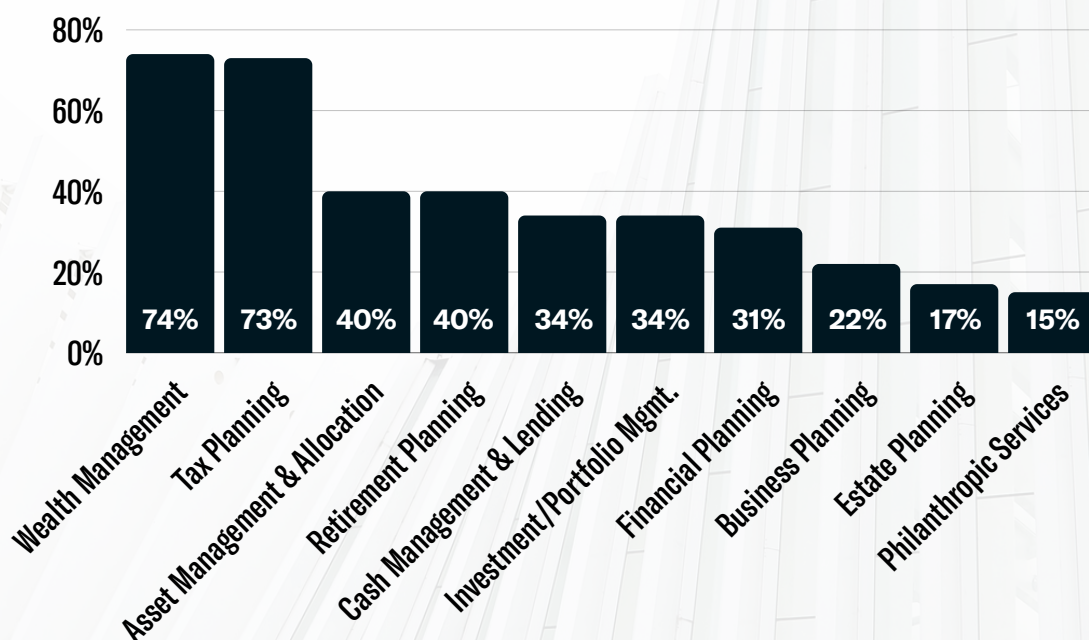


Northeast - 27%    Southeast - 22%    Southwest - 8%  
West - 24%    Midwest - 19%

### TOP FIRMS BY # OF PRIVATE WEALTH GROUPS



### SERVICES OFFERED BREAKDOWN





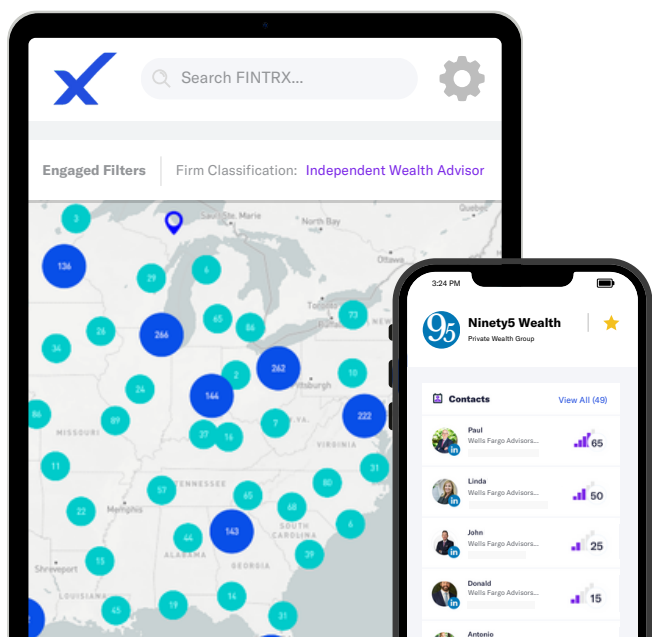
## ABOUT FINTRX

FINTRX is a leading family office & registered investment advisor (RIA) data intelligence solution that provides comprehensive data on **70,000+** family office firms, key contacts and direct investments and **850,000+** RIAs, broker dealers and registered reps. Our platform combines data, analytics and intuitive software to help clients identify investment opportunities, connect with investors and stay informed on industry developments. FINTRX is designed to be user-friendly, with a variety of features including custom list building, news alerts and notifications, real-time updates and customizable reporting options.

At FINTRX, we leverage advanced AI technology, powered by millions of sources and verified by our **70+** person research team to provide the most accurate and relevant information on family offices and investment advisors worldwide.

Asset-raising professionals leverage FINTRX to gain insights into investment trends and preferences, find new investment opportunities and pinpoint prospective partners and clients.

**FINTRX - the better way to access the family office and registered investment advisor ecosystem.**



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