

# ARIAN PERSPECTIVE

Monthly Newsletter by



OCTOBER 2022 EDITION

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[www.aria.org.in](http://www.aria.org.in)

## CHAIRMAN'S NOTE

### HARSH ROONGTA



Diwali is a time to count the blessings bestowed on us by the almighty and spend time with our loved ones.

It has been a busy time at ARIA. The pages in this newsletter will detail some of the intense activities that are going on behind the scenes. We have spent a lot of time with the regulators on the various feedbacks submitted to them as well as requested by them. Details of these meetings and notes sent to them are available in the members-only section of the website. The member engagement team has organized superb sessions on various topics of interest and the most interesting in-person workshop on “enhancing client experience and trust in your engagements” by Suresh Sadagopan is coming up on November 5. This is not to be missed. Please send in your suggestions on what you would like to be covered in these membership sessions so that the programs can be designed as per the needs of our profession.

The new membership committee has done a great job in terms of increasing our membership close to the 300-member mark now, an increase of nearly 35% from March 2022. There have been mentoring sessions for new members and RIA clinics are proposed to guide potential investment advisors to enter the profession. The partners engagement committee has stayed in close touch with our partners whose feedback, active encouragement and support enable us to carry on our multifarious initiatives. The marketing & communication committee ensures that our communication strategy and message are effectively conveyed. Not to miss the all-important accounting and control functions run by the ARIA accounting and finance team.

The ARIA annual conference in the first quarter of 2023 will be in a physical format this time and the team led by Lovaii & Tarun is fully gearing up for this showcase event that will be held in the physical format after a gap of 3 years. None of this would be possible without support from all of you – the members of ARIA. Thanks to Collyn and her tireless efforts to keep the ever-growing activities of ARIA in good stead.

Wishing bright days and a spirit of abundance to all of us.

Warm regards

# DON'T MISS OUT ON THIS POWER PACKED WORKSHOP BY 3 EMINENT SPEAKERS

**LIVE STREAMING**

## ENHANCE CLIENT EXPERIENCE AND TRUST IN YOUR ENGAGEMENTS

SATURDAY, 5TH NOV | 9.30 AM TO 5 PM



### SPEAKERS

#### CLIENT EXPERIENCE ROCKET FUEL FOR YOUR PRACTICE

**SURESH SADAGOPAN**MD & Principal Officer  
Ladder7 Wealth Planners Pvt. Ltd.

#### BUILD TRUST IN YOUR ENGAGEMENTS

**DR SAGNEET KAUR**Associate Director in Behavioral Research  
Morningstar India

#### QUANTITATIVE INVESTING LANDSCAPE IN INDIA

**TUSHIT THAKKAR**Quant Fund Manager  
Motilal Oswal Asset Management Company Limited**REGISTER NOW**

## NOTE FROM THE ADVOCACY TEAM

Multiple initiatives by the advocacy team

### 01

During the month of October, multiple conversations took place between SEBI and ARIA on steps that can be taken to elevate the RIA profession. SEBI has been receptive thus far and dialogues are ongoing

### 02

ARIA met with BSEASL to discuss smoothening of both registrations as well as inspection and operational processes. BSEASL has indicated that they are happy to work with ARIA to make it easier and more efficient for both the BSEASL team and ARIA members

### 03

A research paper commissioned by ARIA on the frequency of risk profiling was completed by Stuart Erskine and Paul Resnik of the Suitable Advice Institute. This paper is likely to be released soon for ARIA members through an event that is currently being worked on.

### 04

The Women ARIA (WARIA) initiative saw multiple meetings happen with various players in the ecosystem including colleges, women financial advisors and volunteers. This included a financial literacy talk about government schemes at Donna NGO in Mumbai , to enable women's financial empowerment from the earnings of their job.

### 05

We have held multiple conversations with the regulator regarding the implementation of the recommendations made in the White Paper "Reimagining Nominations – making succession smoother & simpler". Hopefully, many of these recommendations may be implemented soon.

### 06

A white paper is being written to recommend measures to reduce the number of unclaimed shares valued at 41,000 crores that are lying in the Investor Education & Protection Fund.

## NOTE FROM THE MEMBERS-ENGAGEMENT TEAM

And October continued to be a busy season for the member engagement group, with limited sessions due to festivals. We had Aashish Somaiya join us for a fireside chat, giving an excellent perspective on the current affairs in the industry.

We continued our healthy RIA office visits giving a superb view of various business models. We were joined by Jigar Patel from Ahmedabad and S R Srinivasan from Bangalore. Suresh superbly moderated this discussion, bringing out many rich insights with Suresh's deep questions.

Our Chairman, Harsh Roongta, had an excellent 'Coffee with Fintechs' with Nehal Mota and Naveen Singh from Finnovate and Sankarsh Chanda from Savart. The members enjoyed a different perspective on how technology-enabled models can help build an extensive reach. And get funded too.

We now gear up for the first in-person workshop in November, and we are already super excited.

See you Soon.

# STAR SESSIONS CONDUCTED BY ARIA IN OCTOBER 2022



## RIA OFFICE VISIT

**SPEAKERS**



**S R Srinivasan**  
Registered Investment Adviser



**Jigar Patel**  
Principal Officer  
Neuron Wealth Advisors LLP

**MODERATED BY**



**Suresh Sadagopan**  
MD & Principal Officer  
Ladder7 Wealth Planners Pvt. Ltd.

**Thursday**  
October 13, 2022 | **5 PM to 6 PM**









**Aashish Unplugged!**  
Tapping into his Vision & Wisdom



**Aashish Sommaiya**  
Chief Executive Officer  
WhiteOak Capital Asset Management Ltd.

Hosted by



**Suresh Sadagopan**  
MD & Principal Officer  
Ladder7 Wealth Planners P. Ltd



**6th Oct, Thursday | 5 PM TO 6 PM**



## COFFEE WITH FINTECHS

**THURSDAY  
20TH OCT**

**5:00 PM TO  
6:00 PM**

**MODERATED BY**



**HARSH ROONGTA**  
Founder  
Fee Only Investment Advisers

**SPEAKERS**



**NAVEEN SINGH**  
Co-Founder, Finnovate



**NEHAL MOTA**  
Co-Founder, Finnovate



**SANKARSH CHANDA**  
Founder, Chairman and CEO, Savart






# NEW MEMBERS, OCTOBER 2022

## CORPORATE

**Right Horizon Investment Advisory Services Pvt. Ltd.**  
Director

## INDIVIDUAL

**Salma Sony**  
Certified Financial Planner

**Kartik Parekh**  
Proprietor  
**Kartik Parekh Investments**

# ARIA MEMBERSHIP DETAILS

## MEMBERS AS OF 31ST OCT 2022

		Members as of 31st MARCH 2022	Members as of 31st OCT 2022
1.	INDIVIDUAL - ANNUAL MEMBERS	109	151
2.	INDIVIUDAL - LIFE MEMBERS	24	28
		<b>133</b>	<b>179</b>
3.	NON- INDIVIDUAL - ANNUAL MEMBERS	40	64
4.	NON- INDIVIDUAL - LIFE MEMBERS	17	19
		<b>57</b>	<b>83</b>
5.	ASSOCIATE-ANNUAL	26	28
6.	TOTAL MEMBERSHIP - ANNUAL	149	243
7.	TOTAL MEMBERSHIP - LIFE	41	47
	<b>GRAND TOTAL</b>	<b>216</b>	<b>290</b>



## ARIA IN MEDIA OCTOBER 2022

Quoted in Business Standard  
Dilshad Billimoria

### Business Standard

Scrutinize no-cost EMI offers for hidden charges

[Read more...](#)

Quoted in Zee Business  
Vishal Dhawan



Mutual funds in which a new investor should enter in this volatile phase of the market.

[Read more...](#)

Quoted in Zee Business  
Vishal Dhawan



To make a big fund in the long term? Which schemes should be invested in

[Read more...](#)

Quoted in Business Standard  
Dilshad Billimoria

### Business Standard

Long term investors should invest in gold through SGBs

[Read more...](#)

## ARIA IN MEDIA OCTOBER 2022

### Interview on Money9 Renu Maheshwari



**What is Conservative Hybrid Fund? What are the benefits of investing in it?**

**Read more...**

### Quoted in Zee Business Vishal Dhawan



**How mutual fund investors should use a combination of International and Indian Equity Mutual Funds in current market conditions.**

**Read more...**

# KNOW YOUR BOARD MEMBERS



**HARSH ROONGTA**

Chairman



**VISHAL DHAWAN**

Vice Chairman



**DILSHAD BILLIMORIA**

Treasurer



**TARUN BIRANI**

Treasurer



**AMIT KUKREJA**



**LOVAII NAVLAKHI**



**RENU MAHESHWARI**



**ROHIT SHAH**



**SURESH SADAGOPAN**



**VIVEK REGE**

# KNOW YOUR FELLOW ARIA MEMBER

## TRUPTI MURALIDHAR



### Family background and upbringing :

A conservative South Indian born and brought up in a Mumbai suburb called Malad which had 80% Gujarati population. Whether it was a visit to the Sabji-wala or travelling in a train the only common topic of discussion would be “Sher” market.

The risk-taking appetite and the number crunching ability is what I picked from them since I was a child. Whatever business they would be in they were ready to take the risk to go up in life.

I have had a very tough childhood; it was my brave Mom who brought us (my 4 siblings and I) up (her focus being our education). My brother-in-law was a father figure to us (after we lost our dad at a very young age), he has been a major guide in my career. He was at a very influential post in J. M. Financial Investment Banking when I had started looking for a job after graduation. Because of him I was able to start my career with an esteemed organisation like J. M. Financial and became a part of the subsidiary (J. M. Share & Stock Brokers Ltd.) which would provide research and trading services for the group companies and their associates. Along with my job I did DBF through ICFAI. My advisory journey began from there.

### Journey so far:

Started my career in 1992, coincidentally the evergreen Harshad Mehta days. Thanks to him I managed the down payment for my house purchase by selling off the blue-chip stocks bought in the early days and there began my journey with the stock market. I was lucky to start under the able guidance of Ridham Desai (now Morgan Stanley MD) who was one of my mentors. I was however not very keen on Research as I could never see the actual output hence when J.M. joined hands with Morgan Stanley I was lucky to become a part of the private banking setup. I jumped into the B to C bandwagon and then there was no looking back. However, my forte had always been equity broking & equity advisory. Later I moved to HSBC when they got the permission to set up their AMC and we became a part of the I(nvestment) & I(nsurance) unit of the bank who helped the banking officials to sell MFs & Insurance.

I have also been instrumental in setting up the private banking division of IL&FS Invest-smart Pvt Ltd. Later went on to specialise as a wealth manager providing advise across products aim being to help clients pick the right investment avenue as per their needs. I have worked for 17 years in various corporates before starting my own company.

### **ARIA:**

I joined ARIA around Dec 2019. I started BITS Portfolio Advisors Pvt Ltd in 2009 to provide wealth management services to my existing clients (they influenced me in floating my own venture). Though I had enough experience when I had floated an independent setup it was very difficult to keep oneself abreast with the changes hence in the pursuit of keeping myself informed of the latest, I joined Network FP as a pro member. This firm has helped many of us learn a lot about various tools and products and helped to be connected with our clan. It was through association with Network FP did I join ARIA as a member.

Despite the work being honorary, the learnings kept me glued/dedicated to it. The process helped me learn to delegate work at office to spare some time for ARIA. It has gone a long way in broadening my thinking (before that used to think I did my best for the clients).

ARIA has been instrumental in getting our community together. It has helped me interact with different RIA models understand various models of business adopted and absorbed interesting aspects into my own.

### **Learnings at ARIA:**

It's the exceptional board and their rich experience which helped produce the best of the sessions for the community starting with introducing various tools for our practise, helping us manage compliance better, being there to help in handling the regulatory changes, broadening our vision with international practise sessions and bringing us all together to help grow with confidence.

I joined ARIA as member since its inception and I was dedicated as a member too. Never missed any session or meeting conducted and that's when Mr Suresh Sadagopan approached me to join as a volunteer. He found me capable of volunteering for this association and the confidence with which Suresh Sir and other Board members trusted us and allowed us to independently manage helped me go the extra mile to help others benefit from our work.

### **Being the first Corporate RIA:**

I started my company in 2009 and the aim was wealth management practise, provide clients products to satisfy their needs, and maintain asset allocation as per risk profile. Though initially the revenues were 80% from equities for the first 3-4 years we went on to bring it down to equal proportions to stabilise the business model. In this process of providing best of the services to the HNI clients I got connected with iFast platform and started using their services from then. In 2013 when SEBI introduced RIA Mr Rajesh Krishnamoorthy iFAST MD then, felt I was already providing fiduciary services that I should take the RIA license. BITS Portfolio was one of the first 5 corporates to enrol as RIA (though I dissolved the company later and switched to individual practise recently).

### **Clients:**

My oldest clients (not 1 but 8 of them) have been with me since last 15-17 years. They moved with me as I moved organisations. They trusted in my functioning and appreciated the transparency in every dealing of ours. I kept my clients informed and ensured that they learnt all about wealth management. I ensured to the best of my abilities that they understood all that was being done for them so that they can move on if need be and not depend on anyone.

### **Transformation and growth in career:**

From being a trader/broker to being an adviser/financial planner/ wealth manager to clients.

From single product -equity to multiple products – servicing clients across products viz. equity, mutual funds, primary market debt products, secondary market debt, structured products etc.

From being a back-end person and then being a pure sales person with target (have done huge IPO targets initially including IPO funding) going to becoming a wealth manager and a fiduciary practitioner.

It's been a wonderful journey for me and its not the end yet, I still admire many other business models and aim to be there. Scale does not matter, service, learnings, and interactions matter most to me.

I am at a juncture where growth comes automatically on account of numerous years of experience, however, the question is, whether I will be able to do justice to the incoming business. Accordingly, I decide on what to take up.

### **Leisure activities:**

I am a fitness freak and despite multi-tasking between work and family life I try my best to spare time to work out and keep fit. I always advise my clients to stay fit as well. If oneself is healthy one will be able to enjoy the fruits of wealth creation. I am also a movie buff and can watch any number of movies and love to listen to old Hindi songs.

I am also a social butterfly, consequently am connected to various groups of different types and ages. It keeps me informed and helps me grow.

## KNOW YOUR COMMITTEES

### MEMBER ENGAGEMENT COMMITTEE

#### BOARD MEMBERS

Renu Maheshwari  
Suresh Sadagopan  
Rohit Shah

#### VOLUNTEERS

Trupti Muralidhar	Rishad Manekia
S R Srinivasan	Jay Thacker
Jigar Patel	Nehal Mota
	Kanika Shah

### NEW MEMBERSHIP COMMITTEE

#### BOARD MEMBERS

Tarun Birani  
Harsh Roongta  
Rohit Shah

#### VOLUNTEERS

Abubakr Siddique  
Kanika Shah

### PARTNER ENGAGEMENT COMMITTEE

#### BOARD MEMBERS

Amit Kukreja  
Vivek Rege  
Lovaii Navlakhi

#### VOLUNTEERS

Prashant Vaishampayan  
Ravi Natarajan

### ADVOCACY COMMITTEE

#### BOARD MEMBERS

Dilshad Billimoria  
Harsh Roongta  
Renu Maheshwari  
Vishal Dhawan

#### VOLUNTEERS

Uday Dhoot  
Shailendra Kumar  
Biharilal Deora

### WARIA

#### BOARD MEMBERS

Renu Maheshwari  
Dilshad Billimoria

#### VOLUNTEERS

Ratnasri Karra  
Aparna Aggarwal



# KNOW YOUR COMMITTEES

## MEDIA COMMITTEE

### BOARD MEMBERS

Tarun Birani  
Lovaii Navlakhi  
Dilshad Billimoria

## TECHNOLOGY/ WEBSITE COMMITTEE

### BOARD MEMBERS

Amit Kukreja  
Vishal Dhawan

## ACCOUNTING AND FINANCE

### BOARD MEMBERS

Tarun Birani  
Dilshad Billimoria  
Vivek Rege  
Harsh Roongta

## SENIOR EXECUTIVE ASSISTANT

Collyn Mascarenhas

# THANK YOU



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**Website**

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