



# ARIAN PERSPECTIVE

Monthly Newsletter by



**FEBRUARY 2024 EDITION**

**#ARIATRULYCARES**

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

## CHAIRMAN'S NOTE

### VIVEK REGE



Dear Fellow ARIA Members,

The final countdown has begun for our flagship event scheduled on 12th & 13th March 2024 at Taj Lands End, Mumbai.

As we prepare to attend this event, I urge each and every one of you to network with fellow members this is one such event where we all meet in person.

We have a great lineup of speakers for this event followed by workshops and I am sure there will be great takeaways for our practices.

I am happy to share that this time we have surpassed our expectations in terms of the members attending this event.

Eager to see all of you at the event in Mumbai

Regards,  
Vivek Rege,  
Chairman, ARIA



# AGENDA FOR ASPIRE SUMMIT 2024





## AGENDA

TUE WED MARCH  
**12-13 2024**

**09-06**  
AM PM

TAJ LANDS END  
**MUMBAI**

### DAY 01: 12<sup>th</sup> March 2024

|                  |                                                                                                                                                             |
|------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 08:15 AM         | Breakfast + Registration                                                                                                                                    |
| 08:55 AM         | Welcome note by Aspire chairperson<br>Renu Maheshwari                                                                                                       |
| 09:05 AM         | Welcome note by ARIA Chairperson<br>Vivek Rege                                                                                                              |
| 09:15 AM         | Lighting the Lamp                                                                                                                                           |
| 09:30 AM         | Chief Guest's Address<br>Dr. V. Anantha Nageswaran, Moderated by Renu Maheshwari                                                                            |
| 10:30 AM         | Panel Discussion<br>Leadership in Personal Finance<br>D P Singh, I V Subramaniam, Kalpen Parikh, Navneet Munot, Moderated by Lovaii Navlakhi                |
| 11:20 AM         | Tea / Coffee and Networking                                                                                                                                 |
| 12:00 PM         | Rationalizing The Irrational<br>Biju Dominic                                                                                                                |
| 13:10 PM         | Lunch                                                                                                                                                       |
| 14:25 PM         | Becoming a Better Biographer of Your Clients<br>Mitch Anthony                                                                                               |
| 15:25 PM         | Panel discussion<br>Future of Fiduciary Advisory for Amrit Kaal<br>Alexander Mathew, Neil Borate, Nidhi Sinha, Sanket Dhanorkar,<br>Moderated by Uday Dhoot |
| 16:10 PM         | Tea / Coffee and Networking                                                                                                                                 |
| 16:40 PM         | An International Perspective<br>Redefining Advisory Practice Through Changing Regulatory Environment<br>Dominic Alafaci                                     |
| 17:25 PM         | Unshackle the Leader Within You: A Trailblazer's Journey<br>Dr Kiran Bedi                                                                                   |
| 18:40 PM         | Vote of Thanks<br>Dilshad Billimoria                                                                                                                        |
| 18:40 PM onwards | Networking followed by Dinner                                                                                                                               |

### DAY 02: 13<sup>th</sup> March 2024

|          |                                                                            |
|----------|----------------------------------------------------------------------------|
| 09:00 AM | Breakfast + Registration                                                   |
| 10:00 AM | <b>Workshop 1:</b> Becoming Your Client's Retirement Coach (Mitch Anthony) |
| 11:00 AM | <b>Workshop 2:</b> Behavioural KYC (Sagneet Kaur)                          |
| 13:00 PM | Lunch                                                                      |
| 14:00 PM | <b>Workshop 3:</b> Your Profile Your Brand (Dominic Alafaci)               |
|          | <b>Workshop 4:</b> Portfolio Construction Techniques (Rajesh Sehgal)       |

#ASPIRESUMMIT

## SPEAKER AND WORKSHOP LINEUP



The banner features the ARIA logo on the left and the ASPIRE Summit 2024 Leadership in Finance logo on the right. The central text reads 'CAN'T WAIT FOR ASPIRE SUMMIT 2024? Here's what's in store'. Below this, three boxes provide event details: dates (12-13 MARCH TUE - WED 2024), time (09 AM TO 06 PM), and location (MUMBAI TAJ LANDS END). At the bottom, two boxes list the chairpersons: Renu Maheshwari and Dilshad Billimoria.

**ARIA**  
Association of  
Registered Investment Advisers

**ASPIRE SUMMIT 2024**  
**LEADERSHIP**  
**IN FINANCE**

**CAN'T WAIT FOR  
ASPIRE SUMMIT 2024?**  
Here's what's in store

**12-13 MARCH**  
TUE - WED **2024**

**09 AM  
TO  
06 PM**

**MUMBAI**  
TAJ LANDS END

**Renu Maheshwari**  
Chairperson

**Dilshad Billimoria**  
Co - Chairperson

Link to view the video

[https://www.linkedin.com/feed/update/urn:li:activity:  
7169324286317379584](https://www.linkedin.com/feed/update/urn:li:activity:7169324286317379584)



## NOTE FROM ADVOCACY COMMITTEE

1. A consultation paper to smoothen the nomination process for investors, based on the white paper on “Reimagining nominations - Making succession smoother and simpler” was rolled out, which should enable investors to use nominations much more effectively. The original paper on which many of the suggestions are based was written by Mr Pramod Rao in his personal capacity, with inputs from ARIA.
2. AMFI published for the first time on its website the breakup of RIA-advised mutual funds, on the basis of advocacy on this item by the ARIA team. More granular data will be sought going forward to better understand the role of the RIA profession in the growth of capital markets.
3. A meeting with NISM and SEBI was held, to explain the challenges of IAs and PAIAs with respect to multiple aspects of the XA and XB exams. NISM and SEBI indicated that they will look at how improvements can be made.

## MEMBERS ENGAGEMENT NOTE

In January, we kicked off with a compelling online session on 'Emerging Trends in Passive Investing in India: Themes and Factors,' featuring industry experts Umesh Kumar Daila and Siddharth Srivastava from Mirae Asset Mutual Fund. Hosted by Ravi Natarajan, Founder of Finintent Investment Adviser, the session set the stage for strategic financial forecasting.

Our exclusive online session, "Macro Economic, Equity & Debt Market Outlook for 2024," featured Neelkanth Mishra, R Sivakumar, and Shreyash Devalkar from Axis Bank and Axis AMC. Moderated by Vandana Trivedi, this session delved into key market insights.

Additionally, we hosted an insightful session on "Empowering Teams for Seamless Growth" with Rohit Shah, Founder & CEO of GYR Financial Planners Pvt Ltd, and Suresh Sadagopan, MD & Principal Officer of Ladder7 Wealth Planners Pvt Ltd.

Our Pune chapter meeting featured Pradeep Kumar Kesavan, CFA, Strategist, and Fund Manager at SBI Mutual Fund, and Nitin Sawant, CEO of NS Wealth Solution Pvt. Ltd., as the moderator. The session, 'A Primer on Quantitative Investing,' left attendees with valuable insights and takeaways.





## IDEA BOX



**Roshni Nayak**  
Sebi registered RIA (Individual)

### Delving into the nuances of financial planning

I have hardly come across a financial adviser who has been 100 percent contented with financial planning software. Many who use it, also rely on Excel sheets for certain calculations and illustrate pointers or tables relevant to the plan. Such customized aspects cannot be entered or mapped in the software.

Financial planning is a dynamic exercise. Every client has a different story to tell. This is where we as advisers can use our expertise to make highly personalized plans. It goes beyond determining asset allocation, goal mapping, investment planning, and risk management.

Taking a leaf from my list of experiences, let me cite a few instances in brief:

1. **Managing transitions:** There could be countless things that a client may overlook as he/she experiences certain transitions in life for the first time. There is a lot of scope to offer personalized advice here:

- Moving to a new city: If a client is shifting to a new city, proactively helping him/her deal with potential relocation issues can be helpful. These can include providing a checklist for updating all financial documents and KYC with the new address. This will ensure that the client does not miss out on any important communication from banks and other institutions. Even appraising in advance about potential expenses like relocation expenses, and lumpsum rental deposits, can be helpful.

(contd.)





## IDEA BOX

- **Moving to a new country:** If a client is relocating to another country, the provision of a checklist of the financial tasks to be completed beforehand can be immensely helpful. These can include informing the bank & converting savings to an NRO account, advising on the continuance of investments & insurance policies, enquiring with fund houses/brokers about KYC status, keeping the local sim active to receive messages & OTPs, getting a PoA done for property sale, IT returns filing, etc.
  - **Changing jobs:** If a client has changed jobs or is in the process of doing so, a few reminders will help. One is informing the new employer to consider the salary received from the previous company and accordingly deduct tax on the aggregate of taxable salary. If the new employer does not have knowledge about the applicable tax benefits already considered by the old employer, then the advance tax deducted by the former will be much lower. In such cases, the client will probably end up paying a shortfall in taxes at the time of filing returns along with interest. Secondly, guidance can be provided on the transfer of the old PF balance to a new account through the Universal Account Number (UAN). This will ensure that neither does the client maintain PF balances in 2 accounts nor does he/she withdraw the PF due to lack of knowledge.
- 2. Clarity in decision-making:** Many times, clients are indecisive and they need help in arriving at an optimal solution. This could involve working out different scenarios like for retirement, home purchase, home loan repayment, life insurance policies – whether to surrender or continue, choosing pre-EMI or full EMI options, etc. This will present clients with different viable options, helping them to think clearly and make informed decisions with confidence.
- 3. Tax inputs:** Many clients who encounter atypical tax situations need special expertise. While not all advisers are tax experts, barring the basic advice provided, there is still scope to help clients here. The adviser can rely on his/her network of qualified CAs, tax experts, and advisers to understand and cull out the necessary information. Further, while the adviser can always refer a client to a CA, the former can also be involved in the process. It can provide immense knowledge to the advisor and would be a win-win situation for all.

(contd.)





## IDEA BOX

**4. Plugging the granular information gaps:** While client conversations usually centre around goal-based financial planning, it is also important to provide clients with crucial, relevant information. It is imperative to at least confirm with them rather than assume they already know about certain things. For e.g.,

- Clients who are taking a loan: Educating them to ask for key fact statements from banks/NBFCs at the time of loan sanction.
- Most clients are not aware of the basic policy features at the time of buying health insurance. For instance, few insurance products have a mandatory co-payment clause that kicks in after the insured crosses 60 years. Clients are then caught off-guard as they are not aware of such info at the time of settlement. Hence, a synopsis outlining all the policy features of their existing insurance product will be invaluable for them. Based on the extent of restrictions, the client can be guided on whether to port the policy or continue.
- Reminding clients to take key action steps at the right time. For e.g., adding a newborn baby's name in the floater policy after a stipulated period. Thus, appraising the clients of timely and useful information is a gesture they will appreciate for a long time.

Thus, appraising the clients of timely and useful information is a gesture they will appreciate for a long time.

There is absolutely no limit to the extent and scope of customization as each case is different, as unique as the fingerprint of a human hand. It is an opportunity for advisers to truly add value to financial lives and distinguish themselves in this digital age of fintech platforms.

A highly personalized plan is likely to surpass the client's expectations. With trust setting in, the client knows that the adviser is the go-to person to lean upon for any information or when in doubt. It sets the foundation for a long-term relationship. Not just the client, the adviser learns and prospers too!



# IN-PERSON CHAPTER MEET IN CHENNAI

**DATE: 8TH FEBRUARY 2024**





# FINANCIAL EMPOWERMENT AWARD

DATE: 14TH FEBRUARY 2024



# IN-PERSON CHAPTER MEET IN MUMBAI

DATE: 15TH FEBRUARY 2024





# SESSIONS CONDUCTED BY ARIA IN FEBRUARY 2024

**WHITEOAK**  
FOR THE ART AND SCIENCE OF INVESTING

**ARIA**  
Association of Registered Investment Advisers

## CONTROL THE CONTROLLABLE RISK MANAGEMENT PERSPECTIVES

IN-PERSON CHENNAI CHAPTER

**SPEAKER**



**CHIRAG PATEL**  
Associate Director Co Head - Product & Strategies  
WhiteOak Asset Management Company Limited

**BOARD MEMBER**



**RENU MAHESHWARI**  
CEO & Principal Advisor  
Finscholarz Wealth Managers LLP

**HOST**



**SRIDEVI V**  
SEBI Registered Investment Adviser - Individual

**THURSDAY 8 FEB 2024** **04 PM TO 06 PM** **THE ACCORD METROPOLITAN CHENNAI** **FOLLOWED BY HI - TEA**

**Quantum**  
MUTUAL FUND  
FOR THOUGHTFUL INVESTORS

**ARIA**  
Association of Registered Investment Advisers

## CERTAINTY IN AN UNCERTAIN WORLD ELECTIONS, ECONOMY & RETURNS

IN-PERSON + LIVE STREAMING

**SPEAKER**



**AJIT DAYAL**  
Founder  
Quantum Advisors

**SPEAKER**



**CHRISTY MATHAI**  
Fund Manager - Equity, Quantum Mutual Fund

**SPEAKER**



**GEORGE THOMAS**  
Fund Manager - Equity, Quantum Mutual Fund

**MODERATOR**



**LOVANI NAVLAKHI**  
Managing Director & CEO, International Money Matters

**WHY ATTEND?**

- ✓ Strategic Insights
- ✓ Expert Guidance
- ✓ Networking Opportunities

**15 FEB THU** **4PM TO 6PM** **FOLLOWED BY HI - TEA** **ONYX, INTERCONTINENTAL MARINE DRIVE, MUMBAI**

**HDFC**  
MUTUAL FUND

**ARIA**  
Association of Registered Investment Advisers

## SYNOPSIS OF HDFC MF YEARBOOK 2024

**SPEAKER**



**RAMKUMAR K M**  
Head - Products  
HDFC AMC

**MODERATOR**



**IQBAL MAJID SHAIKH**  
Director  
Sensage Financial Services Pvt Ltd

**29 THURSDAY FEB 2024** **04-05 PM** **LIVE on Zoom**

Link to view the video  
<https://shorturl.at/wJLWX>

# NEW MEMBERS: FEBRUARY 2024

## CORPORATE - ANNUAL MEMBERSHIP

**Ketki Kapoor**  
**International Money Matters Pvt. Ltd**

## INDIVIDUAL - ANNUAL MEMBERSHIP

**Anantharaman Ayyappan**

**Girish Ganaraj**

**Ananya Roy**

**Ajeet Pandey**



# ARIA MEMBERSHIP DETAILS

## MEMBERS AS OF 29TH FEBRUARY 2024

|    | Membership category              | Members as on<br>Jan 31, 2024 | Members as on<br>Feb 29, 2024 |
|----|----------------------------------|-------------------------------|-------------------------------|
| 1. | INDIVIDUAL - ANNUAL MEMBERS      | 161                           | 165                           |
| 2. | INDIVIUDAL - LIFE MEMBERS        | 23                            | 23                            |
|    | <b>Total Individual</b>          | <b>184</b>                    | <b>188</b>                    |
| 3. | NON- INDIVIDUAL - ANNUAL MEMBERS | 100                           | 100                           |
| 4. | NON- INDIVIDUAL - LIFE MEMBERS   | 26                            | 26                            |
|    | <b>Total Non-Individual</b>      | <b>126</b>                    | <b>126</b>                    |
| 5. | ASSOCIATE - ANNUAL               | 30                            | 31                            |
| 6. | TOTAL MEMBERSHIP - ANNUAL        | 291                           | 296                           |
| 7. | TOTAL MEMBERSHIP - LIFE          | 49                            | 49                            |
|    | <b>GRAND TOTAL</b>               | <b>340</b>                    | <b>345</b>                    |

## ARIA IN MEDIA: FEBRUARY 2024

**Quoted in Business Standard  
Vishal Dhawan**

### **Business Standard**

**The golden number: Here's  
the right amount to withdraw  
from your retirement corpus**

**Read more...**



## KNOW YOUR BOARD MEMBERS



**VIVEK REGE**

Chairperson



**TARUN BIRANI**

Vice Chairperson



**AMIT KUKREJA**

Treasurer



**DILSHAD BILLIMORIA**



**HARSH ROONGTA**



**KAVITHA MENON**



**LOVAI NAVLAKHI**



**RENU MAHESHWARI**



**SHAILENDRA KUMAR**



**SURESH SADAGOPAN**



## KNOW YOUR VOLUNTEERS



**ABHIJIT TALUKDAR**



**ABHISHEK MITTAL**



**ABUBAKR SIDDIQUE**



**ANUP BANSAL**



**BIHARILAL DEORA**



**JAY THACKER**



**JIGAR PATEL**



**KANIKA SHAH**



**NITIN SAWANT**



**RATNASRI KARRA**



**RAVI NATARAJAN**



**ROHIT SHAH**



## KNOW YOUR VOLUNTEERS



**S R SRINIVASAN**



**SRIDEVI GANESH**



**THEJUS PALATHINGAL**



**TRUPTI MURALIDHAR**



**VINIT IYER**



**VIPIN KHANDELWAL**



**VISHAL DHAWAN**



**UDAY DHOOT**



**UPASANA MONDAL**



# KNOW YOUR COMMITTEES

## MEMBER ENGAGEMENT COMMITTEE

### BOARD MEMBERS

Renu Maheshwari  
Suresh Sadagopan

### VOLUNTEERS

Abhishek Mittal  
Jay Thacker  
Jigar Patel  
Kanika Shah

Nitin Sawant  
Rohit Shah  
S R Srinivasan

Sridevi Ganesh  
Trupti Muralidhar  
Upasana Mondal

## NEW MEMBERSHIP COMMITTEE

### BOARD MEMBERS

Harsh Roongta  
Lovaii Navlakhi  
Tarun Birani

### VOLUNTEERS

Abubakr Siddique  
Kanika Shah  
Rohit Shah  
Thejus Palathingal

## PARTNER ENGAGEMENT COMMITTEE

### BOARD MEMBERS

Amit Kukreja  
Lovaii Navlakhi  
Vivek Rege

### VOLUNTEERS

Jay Thacker  
Trupti Muralidhar  
Ravi Natarajan

## ADVOCACY COMMITTEE

### BOARD MEMBERS

Dilshad Billimoria  
Harsh Roongta  
Kavitha Menon  
Renu Maheshwari  
Shailendra Kumar

### VOLUNTEERS

Anup Bansal  
Biharilal Deora  
Uday Dhoot  
Vishal Dhawan

## WARIA

### BOARD MEMBERS

Dilshad Billimoria  
Renu Maheshwari

### VOLUNTEERS

Ratnasri Karra



# KNOW YOUR COMMITTEES

## MEDIA COMMITTEE

### BOARD MEMBERS

Dilshad Billimoria

Lovaii Navlakhi

Tarun Birani

## TECHNOLOGY/ WEBSITE COMMITTEE

### BOARD MEMBERS

Amit Kukreja

### VOLUNTEERS

Abhijit Talukdar

Vinit Iyer

Vipin Khandelwal

Vishal Dhawan

## ACCOUNTING AND FINANCE

### BOARD MEMBERS

Amit Kukreja

Harsh Roongta

Vivek Rege

## SENIOR EXECUTIVE ASSISTANT

Collyn Mascarenhas

## PROJECT COORDINATOR

Shraddha Mhamunkar



# THANK YOU



**Call Us**

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**Website**

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**SBI MUTUAL FUND**  
A PARTNER FOR LIFE

**AXIS MUTUAL FUND**

**HSBC Mutual Fund**

**S&P Dow Jones  
Indices**  
A Division of S&P Global

**WHITEOAK**  
CAPITAL MUTUAL FUND  
THE ART AND SCIENCE OF INVESTING

**MIRAE ASSET**  
Mutual Fund

**TATA  
MUTUAL FUND**