

APRIL
2024



ARIAN PERSPECTIVE

Monthly Newsletter by



#ARIATRULYCARES

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www.aria.org.in

CHAIRMAN'S NOTE

LOVAIL NAVLAKHI



Dear Members,

It is a privilege to once again serve as the Chairperson of an august body like ARIA. During the past years, ARIA has made tremendous strides in gaining acceptance among the members as well as the regulators – and we recognise that we need to continuously sharpen our saw to enhance our standing.

Perseverance is a term that fits many of our past and current Board members and volunteers – a Google search suggests that it means continued effort to do or achieve something despite difficulties, failure or opposition. Truly, the various sub-committees who have reported on their activities exemplify this word.

We recognise that we exist because of and for the members. Being a voluntary, not-for-profit organisation, requires that we have more hands and minds working on what's important for us – hence an earnest request for you to volunteer your time for the cause that is ARIA.

Thanks to those who responded to our survey of members. This is a call out to those who did not or could not, to please make the effort in future to respond – it would be truly great to hear your collective voice, loudly and clearly.

If you have any ideas or suggestions, please feel free to reach out to me or any of the Board members. Fresh thinking is motivational and we encourage you to share your voice – use email if the voice is getting drowned out on the WhatsApp group.

As fiduciaries, we play a vital role for our clients – all that we aim to do at ARIA is to enable us to enhance our performance. We need your involvement.

Warm regards,
Lovail Navlakhi



IDEA BOX

ROHIT SHAH

Founder & CEO at GYR Financial Planners Pvt. Ltd.



Young Financial Advisors: Milestones, Insights, and the Path to Success

Hello there. If you've recently started your advisory practice, I understand the challenges and uncertainties you may be facing. Drawing from my experience in the industry, I've gathered valuable insights on key business milestones that I believe can be beneficial to you.

Remember, each practice is unique, so consider these general guidelines and tailor them to your specific situation.

1. The 1,000 Days

There is a saying in Gujarati that "You take care of the business for 1,000 days, and then the business takes care of you for the rest of your life".

2. Rs. 20 Lakhs Annual Revenue | Rs. 20 Crores Assets Under Advice

Reaching this milestone signifies a significant achievement as you can start to see operational profits. It can provide a sense of stability and reduce the uncertainty that often plagues new ventures.

3. 100 Client Families

Upon reaching this milestone and consistently delivering quality service, the Law of Referral comes into play, paving the way for exponential growth through client recommendations.

There is a HUGE demand for high-quality advisory services. The trick is to find a business model with price points at which clients can see the value and you can see reasonable growth and profits.

(contd.)



IDEA BOX

ROHIT SHAH

Founder & CEO at GYR Financial Planners Pvt. Ltd.



Julie Littlechild, in her book 'The Absolute Engagement,' suggests aligning your personal vision with your business vision. Her insights could offer further guidance on this journey.

As young financial advisors, it's essential to recognize that your path may differ from others, and that's okay. Embrace the journey, stay true to your vision, and remember that success is achievable through dedication and perseverance.

Rohit Shah
Founder & CEO
GYR Financial Planners Private Limited

NOTE FROM ADVOCACY COMMITTEE

1. A consultation paper on ease of doing business for Portfolio Managers was responded to within the time frame requested by SEBI.
2. Meetings with BASL individually and jointly with SEBI were held, to explain the operational challenges of IAs and areas that need greater clarification. These are also being taken up through the Industry Standards Forum (ISF).
3. ARIA provided its feedback on the proposed centralised fee collection mechanism being put together by BASL and MFU together, as well as the standalone BASL fee collection mechanism. The feedback is focussed on giving a choice to IAs, and similarity in features not the extent possible.

NOTE FROM MEMBERS ENGAGEMENT COMMITTEE

We began this month with an enriching 'RIA Office Visit,' where we delved into invaluable insights on business strategies and RIA practices. Led by our esteemed speaker, Sumit Duseja, Co-founder & CEO of Truemind Capital, and expertly moderated by Kavitha Menon, Principal Advisor at Probitus Wealth, the session provided a deep dive into the intricacies of our industry.

Following this enlightening experience, we had the privilege of hosting a live session on 'Economy & Markets.' Featuring Namrata Mittal, CFA, Macro Economist at SBI Mutual Fund, and hosted by Saurabh Mittal, Founding Director at Circle Wealth Advisors Private Limited, the event offered a platform to absorb expert views on diverse economic trends and their impact on investments.

In response to member requests and the evolving landscape, ARIA organized an online session titled 'New KYC Rules: Managing the Transition.' Our esteemed speakers, including Ganesh Ram, MD & CEO at M F Utilities India Pvt. Ltd., Monali Chitnis, AVP of Operations at M F Utilities India Pvt. Ltd., and Lima Thomas, Asst Manager-BDM at M F Utilities India Pvt. Ltd., shared invaluable insights to navigate through the changing regulatory environment. Kavitha Menon, Principal Advisor at Probitus Wealth, skillfully moderated the session, addressing numerous queries and concerns raised by our members.

Additionally, this month marked the conduct of our annual feedback survey among members. Your participation in this survey plays a crucial role in helping us understand your experiences and requirements, enabling us to enhance member engagement effectively.

We extend our heartfelt gratitude to all members who participated in this survey.

SESSION CONDUCTED IN THE MONTH OF APRIL 2024



KNOWLEDGE SERIES **ARIA**
Association of Registered Investment Advisers

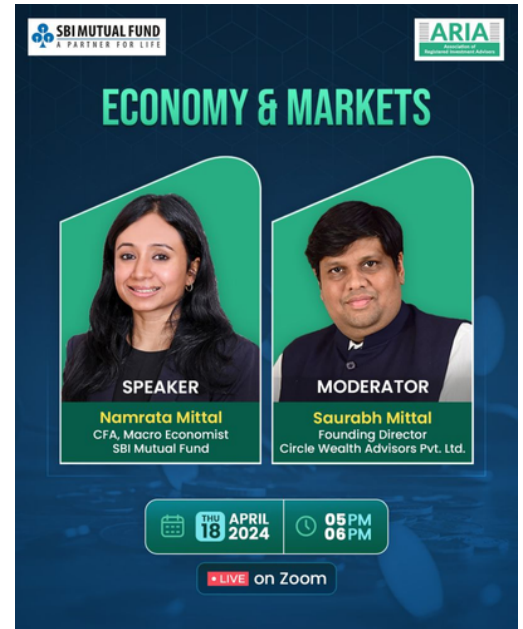
RIA OFFICE VISIT

SPEAKER
SUMIT DUSEJA
Co-founder & CEO
Truemind Capital

MODERATOR
KAVITHA MENON
Principal Advisor
Probitus Wealth

04 April 2024 | THU 5pm to 6pm
Live on Zoom

Link to view the video
<https://aria.org.in/ria-office-visit-10/>



SBI MUTUAL FUND **ARIA**
A PARTNER FOR LIFE Association of Registered Investment Advisers

ECONOMY & MARKETS

SPEAKER
Namrata Mittal
CFA, Macro Economist
SBI Mutual Fund

MODERATOR
Saurabh Mittal
Founding Director
Circle Wealth Advisors Pvt. Ltd.

THU 18 APRIL 2024 | 05 PM to 06 PM
Live on Zoom

Link to view the video
<https://aria.org.in/economy-markets/>



MFU MF Utilities **ARIA**
Association of Registered Investment Advisers

NEW KYC RULES

Managing the transition

SPEAKER
GANESH RAM
MD & CEO, MFU

SPEAKER
MONALI CHITNIS
AVP - Operations, MFU

SPEAKER
LIMA THOMAS
Assistant Manager,
BDM South,
(Kerala & Karnataka)
MFU

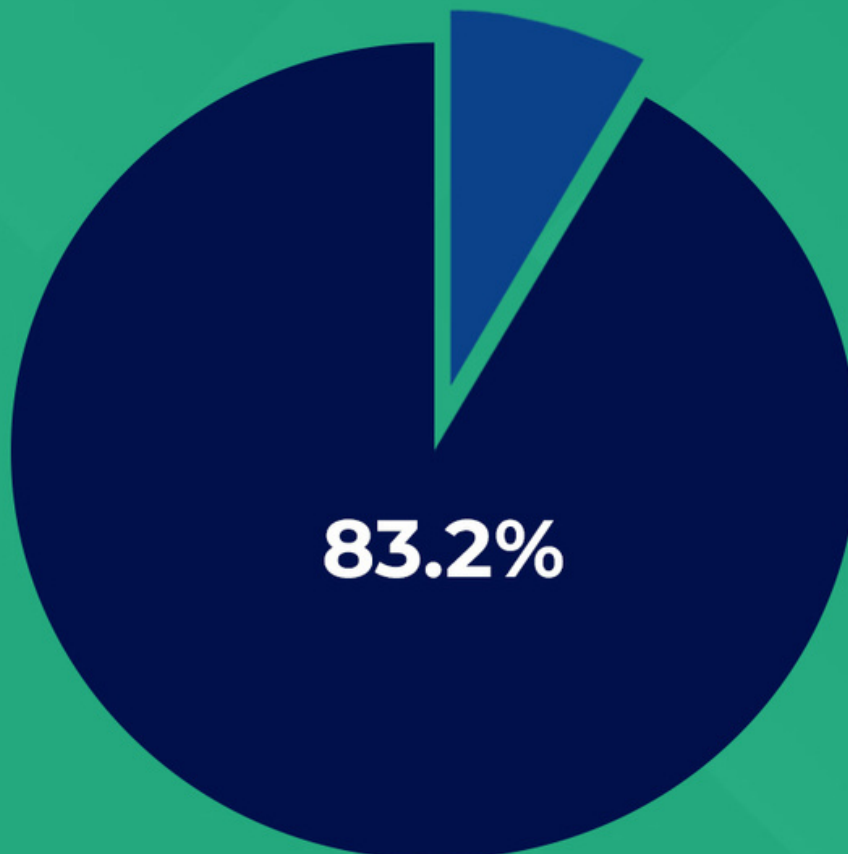
MODERATOR
KAVITHA MENON
Principal Advisor,
Probitus Wealth

29 APR MON 5 PM TO 6:30 PM

DSP MUTUAL FUND | HDFC MUTUAL FUND | Quantum | SBI MUTUAL FUND
AXIS MUTUAL FUND | HSBC Mutual Fund | S&P Dow Jones Indices | WHITE OAK | MIRAE ASSET

MEMBER FEEDBACK ON ARIA MEMBERSHIP EXPERIENCE

The average membership experience has been rated as **8.32** out of 10



ACTIVE ARIA REGIONAL CHAPTERS



NEW MEMBERS: APRIL 2024

INDIVIDUAL - ANNUAL MEMBERSHIP

Banafshe Pashootanizadeh

Akshay Deora

ASSOCIATE - ANNUAL MEMBERSHIP

Diya Thommy

Mentor Ring Financial Advisory Pvt. Ltd.

ARIA MEMBERSHIP DETAILS

MEMBERS AS OF 30TH APRIL 2024

	Membership Category	Members as on March 31, 2024	Members as on April 30, 2024
1.	INDIVIDUAL - ANNUAL MEMBERS	167	134
2.	INDIVIDUAL - LIFE MEMBERS	23	23
	Total Individual	190	157
3.	NON- INDIVIDUAL - ANNUAL MEMBERS	100	95
4.	NON- INDIVIDUAL - LIFE MEMBERS	26	27
	Total Non-Individual	126	122
5.	ASSOCIATE - ANNUAL	31	23
6.	TOTAL MEMBERSHIP - ANNUAL	298	252
7.	TOTAL MEMBERSHIP - LIFE	49	50
	GRAND TOTAL	347	302

8 members have surrendered licences.

2 members have upgraded their licence.

Due to the annual membership renewal process, few members are yet to renew.

ARIA IN MEDIA: APRIL 2024

Quoted in Business Standard
Jigar Patel

Business Standard

**Debt settlement offers relief
but can lower credit score**

Read more...

Quoted in Business Standard
Vishal Dhawan

Business Standard

**Invest in silver gradually or
on pullbacks after rally**

Read more...

Quoted in Business Standard
Jigar Patel

Business Standard

**Sovereign Gold Bonds:
Allocate 10-15% of portfolio
to gold amid geopolitical
risks**

Read more...

Quoted in Business Standard
Vishal Dhawan

Business Standard

**You should invest in silver
gradually or on pullbacks
after the rally**

Read more...

KNOW YOUR BOARD MEMBERS



LOVAII NAVLAKHI

Chairperson



RENU MAHESHWARI

Vice Chairperson



AMIT KUKREJA

Treasurer



KAVITHA MENON

Treasurer



DILSHAD BILLIMORIA



HARSH ROONGTA



SHAILENDRA KUMAR



SURESH SADAGOPAN



TARUN BIRANI



VIVEK REGE

KNOW YOUR VOLUNTEERS



ABHIJIT TALUKDAR



ABHISHEK MITTAL



ABUBAKR SIDDIQUE



BIHARILAL DEORA



JAY THACKER



JIGAR PATEL



KANIKA SHAH



NITIN SAWANT



RATNASRI KARRA



RAVI NATARAJAN



ROHIT SHAH



S R SRINIVASAN

KNOW YOUR VOLUNTEERS



SRIDEVI GANESH



THEJUS PALATHINGAL



TRUPTI MURALIDHAR



VINIT IYER



VIPIN KHANDELWAL



VIRAJ PADHYE



VISHAL DHAWAN



UDAY DHOOT



UPASANA MONDAL

KNOW YOUR COMMITTEES

MEMBER ENGAGEMENT COMMITTEE

BOARD MEMBERS

Renu Maheshwari
Kavitha Menon
Suresh Sadagopan

VOLUNTEERS

Abhishek Mittal
Jay Thacker
Jigar Patel
Nitin Sawant

Monica Malkani
Ravi Natarajan
Sridevi Ganesh
Trupti Muralidhar

Upasana Mondal
Vinit Iyer

NEW MEMBERSHIP COMMITTEE

BOARD MEMBERS

Harsh Roongta
Lovaii Navlakhi
Tarun Birani

VOLUNTEERS

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

Biharilal Deora
Uday Dhoot
Viraj Padhye
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
Shailendra Kumar

VOLUNTEERS

Abhijit Talukdar
Vinit Iyer
Vipin Khandelwal

ACCOUNTING AND FINANCE

BOARD MEMBERS

Amit Kukreja
Harsh Roongta
Kavitha Menon

Vivek Rege

SENIOR EXECUTIVE ASSISTANT

Collyn Mascarenhas

PROJECT COORDINATOR

Shraddha Mhamunkar

THANK YOU



Call Us

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Website

www.aria.org.in



DSP
MUTUAL FUND

HDFC
MUTUAL FUND

Quantum
MUTUAL FUND
FOR THOUGHTFUL INVESTORS

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