

MAY
2024



ARIAN PERSPECTIVE

Monthly Newsletter by



#ARIATRULYCARES

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www.aria.org.in

CHAIRMAN'S NOTE

LOVAIL NAVLAKHI



Dear Members,

June 4 was a chaotic day for markets, but as one of our members mentioned, there was a calm that prevailed in our group. For us, who believe that we are by our clients' side for the long term, and act as true fiduciaries – totally in their interest ahead of ours – this was not surprising.

At the same time, some members expressed the difficulties they faced in making a breakthrough in their business – how do you collect fees, how do you compete with “advice” that is free, how do you demonstrate value, especially when you are starting off.

And when some member chips in with suggestions, we might think that “it’s easy for them – they’ve been in business for a while; they are larger” and imagine that “they” have special powers.

Mind you, many of us were exactly there a while ago – and I know personally that we did not have “mentors” to look up to. While we have not been able to launch a formal mentorship program at ARIA, I want to assure you that each one of us here is happy to help. We can brainstorm and help you create the model that works for you.

You need to step up and participate in volunteer activities and that way brush shoulders with those whom you look up to – and truly make ARIA the thriving community that it aims to be. The onus is with you, my friend. What is the next step that you will take?

Best wishes,
Lovail



IDEA BOX

ABHISHEK MITTAL

Co-Founder at Prosperus



Mithridatism – The Advisor’s Poison

Nature is full of poisons; it is everywhere.

We have all known poison as an unsafe substance that is harmful to one’s body. Even poison is contextual. What is poisonous for a living being may not be lethal for another.

But, we seldom consider poison as a cure, or something that has positive effects. A lot of times, poison in the right dosage can turn it a cure than being lethal.

In the ancient story of Greece, the royal mother poisoned her husband to make the eldest son the King. After the youngest son discovers it, he fears that his mother will poison him as well. In dismay, the boy started inoculating himself by ingesting a small amount of poison every day with his food. Over time, the young boy develops immunity against poisonous substances and becomes the King.

His name was Mithridates VI, king of Pontus (today’s Greece) and the term Mithridatism.

Google “Mithridatism”, and this is what you get – “It is the practice of protecting oneself against a poison by gradually self-administering non-lethal amounts.”

We need not ingest poison like the King Mithridates. In our day-to-day life, everyday physical exercise, savings over expenditure, and eliminating fat/sugar from our diet are what we can do to fortify ourselves and ensure that we live a healthy and well-funded life.

(contd.)



IDEA BOX

ABHISHEK MITTAL

Co-Founder at Prosperus



When it comes to finances, many view Volatility, Leverage, and Concentration as attributes that are detrimental to one's portfolio. Still, under the guidance of an Advisor, they can be used in one's favour to build wealth.

The concentration of the portfolio is risky but maximizes the returns.

Leverage is an elixir in the financial world. It is good to take leverage through a home loan to buy an asset – a house. The same turns hazardous when you leverage to go on vacations or spend on luxuries you cannot afford.

Volatility creates opportunity, not risk. A pathological aversion to volatility leads us to conservative investments – Bonds and FDs, which lack growth when adjusted for inflation and goals.

As advisors, we need to learn to manage all components that impact a portfolio, as per the specific needs of the client and their family.

Coming back to the poison, in ancient India, Chanakya, the advisor to King Chandragupta Maurya, fed non-lethal doses of poison with his daily food without the king's notice.

Unfortunately, the King's wife Durdhara ate the food served to her husband. Since she was not immune to the poison, she died. It is Chanakya who ensured that the same poison that killed the Queen, worked in the king's favour.

This gives us an interesting insight into our role as an Advisor ie., to manage the financial behaviour. As financial advisors, we should determine the ability and willingness of the client to take appropriate levels of risks, to achieve desired outcomes over the long-term.

(contd).



IDEA BOX

ABHISHEK MITTAL

Co-Founder at Prosperus



Clients keep looking at other people's portfolios, and their returns and see if they are getting the same. They need to realise that one man's food is another's poison – else, the end will be like Queen Durdhara.

Like Mithridatism poison, the advisor's counsel would build a shield that will help the client do well in good times and survive a crisis.

NOTE FROM ADVOCACY COMMITTEE

1. A suggestion was sent to APMI by ARIA on the way forward for IAs with the PMS providers depending on the IA business model.
2. Meetings with BASL individually and jointly with SEBI and BSE were held, to explain the open areas on ease of business for IAs and areas that need greater clarifications. These have also been taken up through the Industry Standards Forum (ISF).
3. ARIA continued to provide its feedback on the proposed centralised fee collection mechanism being put together by BASL and MFU, as well as the standalone BASL fee collection mechanism.
4. Feedback on the half-yearly data collection format was provided by ARIA, some of which was incorporated into the final circular that was issued.

NOTE FROM MEMBERS AND PARTNERS

ENGAGEMENT

May was an exciting month, filled with insightful discussions and interactive sessions with industry experts. These events provided valuable knowledge and practical demonstrations, contributing significantly to our community's growth. Here's a recap of what happened in May:

Uncovering India's Appeal to Global Investors

We began the month with an enlightening ARIA online session, led by Ankur Thakore, Head of Sales & Distribution at HSBC Mutual Fund, and hosted by Rohit Shah, Founder & CEO at GYR Financial Planners Pvt. Ltd. Ankur provided an in-depth analysis of the core drivers behind India's economic growth and its immense potential for global investors. His expertise highlighted the key factors propelling the Indian economy forward, making it an attractive destination for international investments.

Marketing Over Markets: Unleashing the Power of Online Marketing Tools

Our "Marketing over Markets" session, hosted by Abhijit Talukdar, Founder of Attainix Consulting, was another highlight. This interactive session featured Usha Nair, Senior Vice President at DSP Mutual Fund, and Sudip Mandal, Co-Head of Marketing at DSP Mutual Fund. They explored the power of online marketing tools specifically tailored for DSP Mutual Fund. The session included a live demo, bringing these strategies to life and offering participants hands-on experience with the latest marketing techniques to enhance their outreach and engagement.

Exclusive Panel Discussion: Risk Management in Volatile Markets

ARIA Members enjoyed an exclusive live panel discussion on "Risk Management in Volatile Markets." Esteemed speakers shared their insights on navigating market volatility and protecting investments with proven strategies:

- **Anu R. Ganti, CFA** - U.S. Head of Index Investment Strategy, S&P Dow Jones Indices
- **Chirag Mehta** - Chief Investment Officer at Quantum Mutual Fund
- **Mr. Ramkumar K M** - Head of Products at HDFC AMC

The discussion, moderated by Nehal Mota, Co-Founder at Finnovate, facilitated a dynamic exchange of ideas and practical advice on risk management.

(contd.)

NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

Leveraging ChatGPT for Advisory Practice

We concluded the month with a hybrid session on 'Leveraging ChatGPT for Advisory Practice'. Sudip Mandal, Co-Head of Marketing at DSP Mutual Fund, led the session hosted by Trupti Muralidhar, our Mumbai Chapter Lead and an Individual SEBI registered Investment Advisor. This session delved into how ChatGPT can enhance content creation and support advisory practices in building strong client relationships. Attendees witnessed a live demo showcasing ChatGPT's impressive real-time capabilities, highlighting its value as a tool for advisors.

We hope you found these sessions enriching and informative. Stay tuned for more events and updates in the coming months as we continue to bring you the latest insights and opportunities to grow and excel in the financial industry.

SESSION CONDUCTED IN THE MONTH OF MAY 2024

HSBC Mutual Fund **ARIA**
Association of Registered Investment Advisers

UNCOVERING INDIA'S APPEAL TO GLOBAL INVESTORS

SPEAKER
ANKUR THAKORE
Head - Sales & Distribution
HSBC Mutual Fund

HOST
ROHIT SHAH
Founder & CEO
GVR Financial Planners Pvt. Ltd.

Thursday
02nd May, 2024

5:00 PM
6:00 PM

Link to view the video
<https://shorturl.at/IW69c>

DSP **ARIA**
Association of Registered Investment Advisers

MARKETING OVER MARKETS

A live demo and understanding of various online marketing tools of DSP Mutual funds

IN PERSON + LIVE STREAMING

Speaker
Usha Nair
Senior Vice President
DSP Mutual Fund

Speaker
Sudip Mandal
Co-Head Marketing
DSP Mutual Fund

Host
Abhjit Talukdar
Founder
Attainix Consulting

THU MAY 09 2024 **04 PM** **06 PM**

DSP Asset Managers Private Limited, Andheri East, Mumbai.

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

ARIA
Association of Registered Investment Advisers

PANEL DISCUSSION

RISK MANAGEMENT IN VOLATILE MARKETS

Speaker
Ramkumar K M
Head - Products
HDFC AMC

Speaker
Anu R. Ganti, CFA
U.S. Head of Index Investment Strategy
S&P Dow Jones Indices

Speaker
Chirag Mehta
Chief Investment Officer
Quantum Mutual Fund

Moderator
Nehal Mota
Co-Founder Finnovate

HDFC MUTUAL FUND **Quantum** **S&P Dow Jones Indices**

THURSDAY, 23RD MAY 2024 **6:00 PM TO 7:30 PM**

LIVE on ZOOM

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

DSP **ARIA**
Association of Registered Investment Advisers

Leveraging ChatGPT for Advisory Practice

IN-PERSON + LIVE STREAMING

Speaker
SUDIP MANDAL
Co-Head Marketing
DSP Mutual Fund

Chapter Lead & Host
TRUPTI MURALIDHAR
Individual SEBI Registered
Investment Advisor

Thursday
30th May, 2024

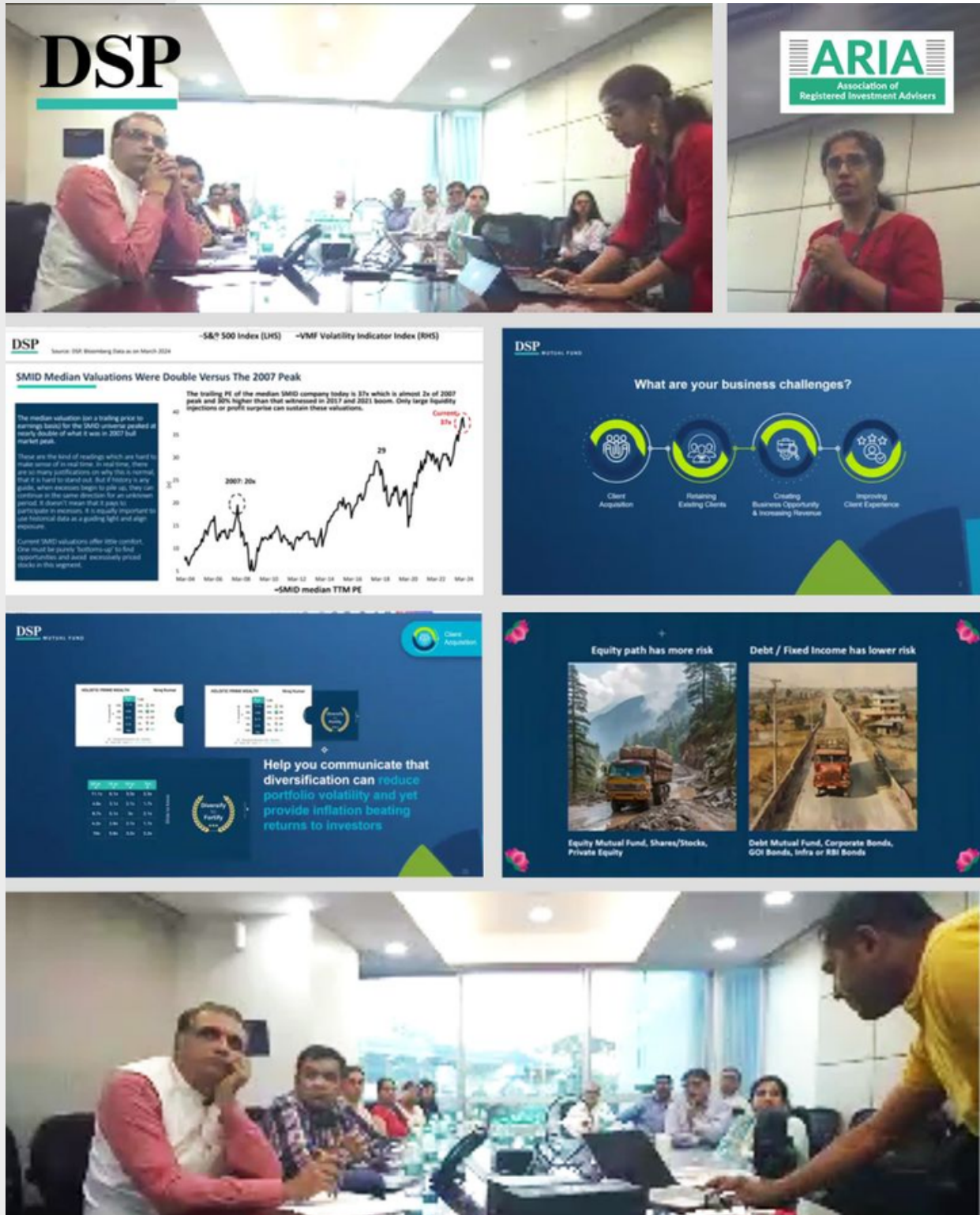
4:00 PM
6:00 PM

DSP Asset Managers Private Limited, Andheri East, Mumbai.

Link to view the video
<https://shorturl.at/4yj23>

IN-PERSON CHAPTER MEET IN MUMBAI

DATE: 9TH MAY 2024



IN-PERSON CHAPTER MEET MUMBAI

DATE: 30TH MAY 2024

DSP

ARIA
Association of
Registered Investment Advisers



NEW MEMBERS: MAY 2024

INDIVIDUAL - ANNUAL MEMBERSHIP

Hrushikesh Kale

Dhilip Krishna

Ramakrishnan M

Indrani Banerjee

ASSOCIATE - ANNUAL MEMBERSHIP

Indrani Banerjee

Cervin Family Office & Advisors Pvt Ltd

Shital Mane

InvesQ Investment Advisors Pvt Ltd

ARIA MEMBERSHIP DETAILS

MEMBERS AS OF 31ST MAY 2024

	Membership Category	Members as on April 30, 2024	Members as on May 31, 2024
1.	INDIVIDUAL - ANNUAL MEMBERS	134	137
2.	INDIVIDUAL - LIFE MEMBERS	23	23
	Total Individual	157	160
3.	NON- INDIVIDUAL - ANNUAL MEMBERS	95	95
4.	NON- INDIVIDUAL - LIFE MEMBERS	27	26
	Total Non-Individual	122	121
5.	ASSOCIATE - ANNUAL	23	23
6.	TOTAL MEMBERSHIP - ANNUAL	252	255
7.	TOTAL MEMBERSHIP - LIFE	50	49
	GRAND TOTAL	302	304

4 members have surrendered license

ARIA IN MEDIA: MAY 2024

Quoted in Business Standard
Vishal Dhawan

Business Standard

**Health plan: Compare
features, costs; port if you
find better deal**

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



BIHARILAL DEORA



JAY THACKER



JIGAR PATEL



KANIKA SHAH



MONICA MALKANI



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



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HSBC Mutual Fund

S&P Dow Jones
Indices
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