



**OCTOBER
2024**

ARIAN PERSPECTIVE

Monthly Newsletter by



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CHAIRMAN'S NOTE

LOVAII NAVLAKHI



Dear Members:

It was an inspiring virtual summit held on the occasion of World Financial Planning Day. The highlight was the interaction with the Whole-time Member of SEBI, Mr Kamlesh Varshney who was open and receptive as he shared the bases of the RIA reform and listened to suggestions. We now eagerly await the issue of the regulations expected later this month.

With the presence of expert global panels and keynote speakers, attendees discovered how cutting-edge technologies were integrated to enhance client experiences and drive practice growth, while benefitting from a hybrid advisory model. We thank the 200+ who attended – am sure they found value.

I want to bring your attention to the revamped ARIA website which now offers a modern, user-friendly experience and which was launched at the e-Inspire Virtual Summit. We encourage you to ensure your visibility in the advisor directory through the "Find an Advisor" page. To ensure this, please log in and activate your profile.

Your login details have been migrated using your registered email ID with ARIA. Simply click on "Forgot Password" to reset your password and access your account. Be sure to complete and submit the necessary information in your member profile section to activate your listing.

An interesting campaign has been launched on ARIA's social media handles. It would only be right for all members to follow ARIA and ensure that you view, like and share the campaign. You will see this unfolding in the times to come and as always, your feedback is welcome.

Warm regards,
Lovaii



IDEA BOX

ROHIT SHAH

Founder & CEO, GYR Financial Planners Private Limited



Advisors & The Art & The Science of Helping Clients to Make Decisions

Over the years, I've noticed that a key part of supporting client families is guiding them through critical decisions.

They often grapple with choices such as whether to buy a house now or later, how much to spend on a car, whether to change careers and if they can afford their children's education or cash in on ESOPs.

Unfortunately, many families end up making suboptimal decisions. This is often their first encounter with such choices, leaving them without the experience needed for informed decision-making. Additionally, emotional attachments—like those tied to a child's education—can cloud judgment and lead to bias.

While we often hear that "less is more," the reality is that an abundance of choices complicates decision-making. What may initially appear as straightforward financial planning issues often involve deeper judgment calls due to the uncertainty of the future.

As client-centric advisors, we are uniquely positioned to assist families in navigating these decisions, having encountered similar situations repeatedly.

Interestingly, formal training in decision-making is rarely part of educational curricula. However, numerous resources are available for those seeking guidance, often categorized under decision-making, logical thinking, or mental models. Notable titles include "Clear Thinking" by Shane Parrish and "The Art of Choosing" by Sheena Iyengar.

(contd.)



IDEA BOX

ROHIT SHAH

Founder & CEO, GYR Financial Planners Private Limited



I also recommend Edward De Bono's "Six Thinking Hats." He highlights that confusion often arises when we try to juggle information, emotions, benefits, and logic all at once. His method encourages adopting different perspectives for clearer outcomes—by metaphorically wearing different thinking hats. This technique can yield remarkable results for advisors aiming to help clients make sound decisions.

What has been your experience in this area?

NOTE FROM ADVOCACY COMMITTEE

Advocacy efforts continue on multiple fronts:

1. SEBI's clarification on the latest consultation paper was the highlight of ARIA advocacy efforts. This was the culmination of years of efforts by ARIA. Some of the salient responses are:

- a) Agreeing to move the TCPs to the RA community is a major achievement.
- b) Specifically allowing non-SEBI regulated services or products (subject to appropriate disclaimers and specific client waivers) will ensure that RIAs can create multifaceted business practices.
- c) The liberalization of fee limits including inflation indexing the fixed fee limits also augurs well for the profession.
- d) The removal of the requirement to give the same exam every 3 years to be replaced by a proctored CPE exam removes a significant business continuity risk and a major irritant from the profession.
- e) The relaxation of qualification and experience requirements will create a continuous pipeline of young professionals keen to enter this profession
- f) The removal of net worth requirements removes barriers to corporatization that will allow more distributors to start experimenting with the RIA model, especially for their relatively higher net worth clients.

2. ARIA continues to actively participate in NISM's qualifying and examinations. NISM XC has been started since November. This is a refresher exam with no negative marking and limited scope. Please share your experiences with ARIA after writing NISM X C.

3. ARIA has been given a representation on the SEBI-NISM Advisory Committee - Group C.

4. ARIA responded to the consultation paper "Policy for Sharing Data for the Purpose of Research /Analysis.

NOTE FROM MEMBERS AND PARTNERS

ENGAGEMENT

In celebration of World Financial Planning Day, ARIA successfully hosted e-INSPIRE, a virtual summit dedicated to the theme "Digi-Tech – the BFF of Advisers." On October 9th, from 3:00 PM to 7:00 PM, industry experts gathered to discuss the impacts of digital technology on financial advising. The insights shared during the sessions provided participants with practical knowledge to enhance their practices and serve their clients more effectively.

Co-Chairs

We were honored to have the below core team members driving this event:

 Jay Thacker - Principal Advisor, Wealth Nation

 Jigar Patel - Principal Advisor, Neuron Wealth Advisors

The summit also featured valuable contributions from ARIA Board Members:

 Amit Kukreja - Fee-Only Financial Advisors

 Vivek Rege - Founder & CEO, V R Wealth Advisors Pvt. Ltd.

On October 24th, we hosted an exclusive session by Sector Fund Manager on Pharma Trends focused on the latest trends in the pharmaceutical sector. Participants gained valuable insights into market dynamics and growth potential from our trusted expert.

 Speaker: Nikhil Mathur, Fund Manager & Senior Equity Analyst, HDFC Management Co. Ltd.

 Moderator: Hemendra Gandhi, Independent Investment Adviser

(contd.)

NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

This session, held from 6:00 PM to 7:00 PM on Zoom, was well-received, providing attendees with key takeaways on navigating the evolving landscape of the pharmaceutical industry.

Thank you to everyone who attended e-INSPIRE and the Pharma Trends session. Your engagement and participation are crucial in fostering innovation and excellence in financial planning. We look forward to seeing you at our future events!

Stay tuned for more updates and opportunities to connect!

SESSIONS CONDUCTED IN THE MONTH OF OCTOBER 2024




**Expert Insight : Sector Fund Manager
on Pharma Trends**

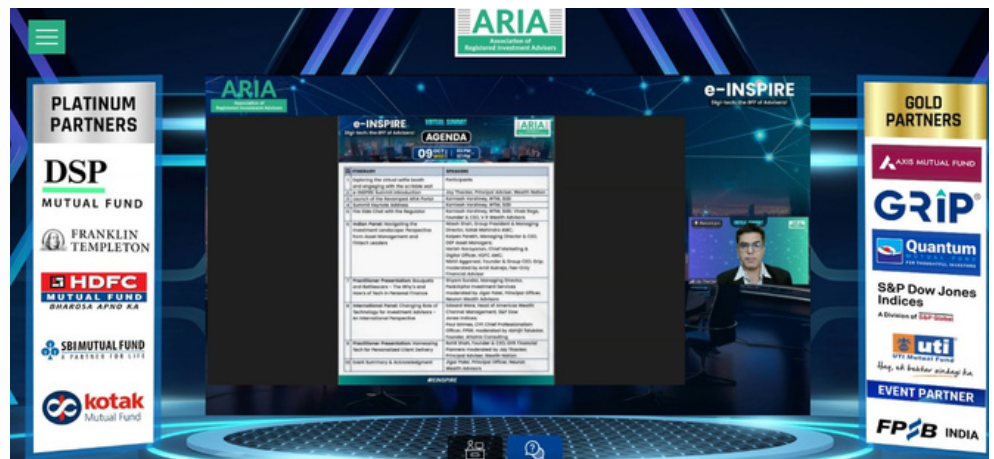
SPEAKER	MODERATOR
	
NIKHIL MATHUR Fund Manager & Senior Equity Analyst HDFC Asset Management Co. Ltd.	Hemendra Gandhi Independent Investment Advisor


Thursday
24th Oct 2024


6:00pm
7:00pm


LIVE
zoom

ARIA VIRTUAL SUMMIT E-INSPIRE



ARIA VIRTUAL SUMMIT E-INSPIRE



ARIA VIRTUAL SUMMIT E-INSPIRE



PARTICIPANTS, SPEAKERS & PARTNERS



ARIA VIRTUAL SUMMIT E-INSPIRE SCRIBBLE WALL



ARIA IN MEDIA: OCTOBER 2024

**Quoted in Financial Express
Kamlesh Varshney**



**Final norms for registered
investment advisers expected
in 1-2 months: SEBI WTM**

NEW MEMBERS: OCTOBER 2024

CORPORATE - ANNUAL MEMBERSHIP

Mir Julekha Parvin

DreamGains Financials India Private Limited

Bharat Saglani

BR FIDUCIARY INVESTMENT ADVISORY LLP

Udipth Talera

FINIDEAS INVESTMENT ADVISOR PRIVATE LIMITED

Ankit Doshi

Alphaniti Fintech Private Limited

INDIVIDUAL - ANNUAL MEMBERSHIP

Seshaphani Jonnalagadda

Abraham Cherian

ARIA MEMBERSHIP DETAILS

MEMBERS AS OF 31ST OCTOBER 2024

	Membership Category	Members as on Sep 30, 2024	Members as on Oct 31, 2024
1.	INDIVIDUAL - ANNUAL MEMBERS	137	138
2.	INDIVIDUAL - LIFE MEMBERS	21	21
	Total Individual	158	159
3.	NON- INDIVIDUAL - ANNUAL MEMBERS	99	96
4.	NON- INDIVIDUAL - LIFE MEMBERS	28	28
	Total Non-Individual	127	124
5.	ASSOCIATE - ANNUAL	25	25
6.	TOTAL MEMBERSHIP - ANNUAL	261	259
7.	TOTAL MEMBERSHIP - LIFE	49	49
	GRAND TOTAL	310	308

KNOW YOUR BOARD MEMBERS



LOVAII NAVLAKHI

Chairperson



RENU MAHESHWARI

Vice Chairperson



AMIT KUKREJA

Treasurer



KAVITHA MENON

Treasurer



DILSHAD BILLIMORIA



HARSH ROONGTA



SHAILENDRA KUMAR



BIHARILAL DEORA



TARUN BIRANI



VIVEK REGE

KNOW YOUR VOLUNTEERS



ABHIJIT TALUKDAR



ABHISHEK MITTAL



ABUBAKR SIDDIQUE A G



ANANYA ROY



HEMENDRA GANDHI



JAY THACKER



JIGAR PATEL



KALPESH ASHAR



KANIKA SHAH



MONICA MALKANI



NITIN SAWANT



PRAKASH PRAHARAJ

KNOW YOUR VOLUNTEERS



RATNASRI KARRA



RAVI NATARAJAN



ROSHNI NAYAK



S R SRINIVASAN



SRIDEVI GANESH



SURESH SADAGOPAN



SUMIT DUSEJA



THEJUS PALATHINGAL



TRUPTI MURALIDHAR



VINIT IYER



VIPIN KHANDELWAL



VIRAJ PADHYE

KNOW YOUR VOLUNTEERS



UDAY DHOOT



UPASANA MONDAL

KNOW YOUR COMMITTEES

MEMBER ENGAGEMENT COMMITTEE

BOARD MEMBERS

Kavitha Menon
Renu Maheshwari

VOLUNTEERS

Abhishek Mittal
Jay Thacker
Jigar Patel
Monica Malkani

Nitin Sawant
Ravi Natarajan
Sridevi Ganesh
Suresh Sadagopan

Trupti Muralidhar
Upasana Mondal
Vinit Iyer

NEW MEMBERSHIP COMMITTEE

BOARD MEMBERS

Harsh Roongta
Lovaii Navlakhi
Tarun Birani

Abubakr Siddique

VOLUNTEERS

Kanika Shah
Thejus Palathingal

PARTNER ENGAGEMENT COMMITTEE

BOARD MEMBERS

Amit Kukreja
Lovaii Navlakhi
Vivek Rege

VOLUNTEERS

Jay Thacker
Trupti Muralidhar
Ravi Natarajan

Hemendra Gandhi

ADVOCACY COMMITTEE

BOARD MEMBERS

Dilshad Billimoria
Harsh Roongta
Kavitha Menon

Renu Maheshwari
Shailendra Kumar

VOLUNTEERS

Biharilal Deora
Uday Dhoot
Viraj Padhye

WARIA

BOARD MEMBERS

Dilshad Billimoria
Renu Maheshwari

VOLUNTEERS

Ratnasri Karra

KNOW YOUR COMMITTEES

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BOARD MEMBERS

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Lovaii Navlakhi
Tarun Birani
Kavitha Menon

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Kalpesh Ashar
Prakash Praharaj
Roshni Nayak
Sumit Duseja

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Shailendra Kumar

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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



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Website

www.aria.org.in



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