DECEMBER 2025

ARIAN PERSPECTIVE

Monthly Newsletter by

ARIA

Association of Registered Investment Advisers

#ARIATRULYCARES

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CHAIRPERSON'S NOTE

RENU MAHESHWARI

Dear Members,

As we bring this year to a close, I reflect with gratitude on the unwavering commitment each of you has shown to ARIA's mission. Our professional journey together has been enriched by several significant milestones this December.

We are making remarkable progress in developing Advisory practice standards, with an ambitious goal to unveil them at Aspire 2026. This initiative is moving forward with regular strategy sessions and meetings; all aimed at equipping our practitioners with robust frameworks for excellence.

Earlier this month, the successful pilot launch of the PAARVA project on December 8th marked a key accomplishment for our community. ARIA's active involvement, from the planning meetings to the pilot review, demonstrates our dedication to innovation and practical impact. I am proud to note our members' enthusiastic participation in PAARVA's knowledge-sharing events and training sessions, which have set a benchmark for collaboration.

Beyond these headline achievements, our calendar has been filled with productive committee meetings, outreach initiatives, and capacity-building workshops that have further strengthened our association. These gatherings have fostered insightful exchanges and forged new partnerships that will propel us into the New Year. I encourage everyone to continue embracing the spirit of learning and engagement that defines ARIA.

CHAIRPERSON'S NOTE

RENU MAHESHWARI

As 2025 ends, let us express gratitude for our collective accomplishments and look ahead with optimism. "The future depends on what we do in the present." May the coming year bring new opportunities, growth, and fulfillment for you and your loved ones.

Wishing you all a joyful holiday season and a very Happy New Year!

Warm regards,
Renu
Chairperson, ARIA

HDFC QUIZ WINNERS – ROUND 5

We are pleased to announce the winners of Round 5 of the HDFC Mutual Fund Quiz:

🏆 Abhijit Talukdar
🏆 Lovaii Navlakhi
🏆 Maxie Jose
🏆 Prakash Praharaj
🏆 Robins Joseph

ARIA
Association of Registered Investment Advisers

IDEA BOX

SURESH SADAGOPAN

Founder of Ladder7 Wealth Planners

Client Engagement is key to client retention

Clients expect their advisors to be proficient with everything to do with economy, markets, products, portfolios etc. That is the baseline. By doing these things we are hardly endearing ourselves to our clients. Today, they have access to lots of information and AI curates and presents it to them.

Hence, boring spreadsheets and old-style reports are hardly appealing to clients.

To engage clients today, we need to do change and adapt. Here are a few things swe can do.

1) **Using AI and other tools for infographics** – There are so many tools which can come in handy. AI tools like Napkin.AI are able to take any textual or worksheet data and turn it into stunning infographics. Canva is another tool which has so many professional templates to allow anyone to present data in a pleasing manner. Then you have mind maps which work well in some situations.

2)**Leveraging existing resources** – There are preexisting resources like Wealth Conversations from FundsIndia which has a load of charts that can be used to handle most client queries in a convincing manner with data backing.

3) **Focus on goals instead of returns** – We can prepare a Vision board which shows the major goals on a timeline. The ones achieved can be visually marked as achieved and the ones coming ahead can be shown in the years ahead. This will focus the energies on goal achievement, stop drift and give direction.

(cont)

IDEA BOX

SURESH SADAGOPAN

Founder of Ladder7 Wealth Planners

4) **Vital statistics** – Present the major findings of the financial plan as well as important information on a single page. This is their go-to page to learn what is important for them. The one-page concise report will again refocus the client on what is important instead of digressing and getting sidetracked with products and returns.

5) **Client back stories** – It is great to have a structured conversation with the client about their life till that point, where they grew up, people who influenced them along the way, how they came into the line they are, their achievements, their relationship with money, what are the money scripts they learned along the way, etc. This gives so much of rich information about the clients that helps when we offer advice and improves advice quality.

6) **Deep engagements** – Find out the areas that are important for clients. It could be career, children’s education, finding their why in retirement, parent related, succession, etc. Such discussions would help them get great third-party perspectives that offer clarity to them.

7) **Celebrating client achievements** – Any important goal for the clients can be celebrated – invite the client to the office or go over and celebrate, record a video if one cannot go over, send an appropriate gift to commemorate the achievement, etc. This will show the deep engagement of the advisor and their investment and interest in their client’s success.

8) **Invite them to share their knowledge** – This is probably a great way to learn from the client and at the same time show respect for the knowledge and wisdom that the client has accumulated in their field over decades. This is possibly the best compliment that one can give.

(cont)

IDEA BOX

SURESH SADAGOPAN

Founder of Ladder7 Wealth Planners

These are but some of the ways to engage clients and show that you care about them as an advisor. The dry number games are passe. The way to get the client's attention is through truly engaging with them and making a telling difference in their lives.

NOTE FROM ADVOCACY COMMITTEE

Key Points from SEBI & BSE Meeting

1. SI Portal Data Issues:
SEBI and BSE informed that issues related to data updates on the SI portal, including address change and similar data discrepancies, are currently being examined and addressed.

2. Relaxation in the Applicability of the 1600 Number Series for RIAs:
It was clarified that the 1600 number series is a voluntary option for RIAs and not mandatory.

3. Impact of Current Form of Advertisement Code:
SEBI informed that a consultation paper on the advertisement code is expected to be released by April or, at the latest, by July.

ARIA will continue to actively engage with SEBI and BSE and update members on further developments.

NOTE FROM MEDIA COMMITTEE

The following initiatives highlighting the crucial role and support of ARIA to SEBI and other stakeholders in the financial ecosystem were posted across social media handles:

1) The successful launch of the PARRVA pilot program, unveiled by SEBI Chairman, Shri Tuhin Kanta Pandey, marks a major leap forward in strengthening investor protection and bringing greater transparency and credibility to performance reporting.

The significant contribution of the Aria Board and its member volunteers to the PAARVA initiative included:

- Participation in the feasibility, creation and testing stages
- Formalising the framework via the Industry Standards Forum and
- Participation in the technical committee

2) ARIA is actively supporting initiatives that empower investors with knowledge, clarity, and informed decision-making. For this purpose, ARIA was invited by NISM to participate in the Investor Education Webinar Series, an initiative by SEBI, aimed at creating investor awareness and promoting informed financial decision-making.

3) ARIA published a report which reviewed 218 SEBI enforcement orders issued between 2013 and March 2025. The findings revealed nearly 97% of these orders were accounted by trading call providers rather than fiduciary investment advisory services. The study, covered in social media, highlighted the high compliance standards followed by registered investment advisers under SEBI's robust transparency and regulatory framework.

NOTE FROM TECHNOLOGY/WEBSITE COMMITTEE

🔧 Technology
1. Event plugin and invoice enhancements under testing, with demos planned.
2. Affiliate membership module completed in beta and will go live on 17th Dec 25.

👥 Membership
1. Associate member renewal and expiry logic being corrected for corporate members.
2. Process improvements underway for smoother renewals and deactivations.

📊 Reporting
1. Event and invoice reports being refined for better accuracy and compliance.

NOTE FROM NEW MEMBERSHIP COMMITTEE

ARIA successfully organised an RIA Clinic on Friday, 5 December 2025, aimed at guiding aspiring professionals through the journey of becoming a SEBI-registered Investment Adviser (RIA). The session witnessed enthusiastic participation, with 110+ aspiring RIAs attending the clinic live.

During the session, the following key aspects were covered:

- Key advantages of becoming a Registered Investment Adviser (RIA)
- Eligibility criteria for RIA registration
- Step-by-step process to get started
- Essential checklist and useful resources
- Live Q&A with our legal expert

The session was presented by Thejus Palathingal, along with Hrushikesh Kale, and was supported by other volunteers from the New Membership Committee. This was followed by an engaging and insightful Q&A session conducted by CA Sanjay Kadel, who addressed practical and regulatory queries raised by participants.

The RIA Clinic forms part of ARIA's ongoing efforts to build awareness, clarity, and confidence among professionals aspiring to offer unbiased, fee-only financial advice.

Many more such sessions are planned in 2026 to continue creating awareness and guiding aspiring RIAs as they take the next steps in their professional journey.

NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

As we wrapped up the year, ARIA hosted an engaging and highly practical session on "**Building Your 2026 Social Media Strategy**", tailored specifically for RIAs looking to plan smarter for the year ahead.

The session offered a clear, actionable walkthrough of **zero-cost social media** tools and a **practical 52-week framework**, helping advisors think systematically about content planning, consistency, and positioning—without adding to their costs.

Speaker:
Bijal Rao, Founder, Brand Aesthetics, shared valuable insights on simplifying social media strategy while staying relevant and authentic as an advisor.

Moderator:
Upasana Mondal, SEBI Registered Investment Advisor, DreamBluePrintz, guided the discussion and brought in a practitioner's perspective, making the session highly relatable for RIAs.

Held on **18th December 2025**, this session served as a fitting close to the year—equipping members with clarity and structure to approach **2026 with confidence and intent**.

Looking ahead, the Members Engagement Team will soon be launching a Members' Forum, which will enable members to engage in key discussions and serve as an easy reference point for future use.

Stay tuned for further details.

SESSIONS CONDUCTED IN THE MONTH OF DECEMBER 2025

ARIA MEMBERSHIP DETAILS

MEMBERS AS OF 31ST DECEMBER 2025

	Membership Category	Members as on Nov 30, 2025	Members as on Dec 31, 2025
1.	INDIVIDUAL - ANNUAL MEMBERS	138	143
2.	INDIVIDUAL - LIFE MEMBERS	22	22
	Total Individual	**160**	**165**
3.	NON- INDIVIDUAL - ANNUAL MEMBERS	116	119
4.	NON- INDIVIDUAL - LIFE MEMBERS	32	32
	Total Non-Individual	**148**	**151**
5.	ASSOCIATE - ANNUAL	45	45
6.	TOTAL MEMBERSHIP - ANNUAL	299	307
7.	TOTAL MEMBERSHIP - LIFE	54	54
	GRAND TOTAL	**353**	**361**

KNOW YOUR BOARD MEMBERS

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AMIT KUKREJA

Vice Chairperson

KAVITHA MENON

Treasurer

BIHARILAL DEORA

HARSH ROONGTA

LOVAII NAVLAKHI

SHAILENDRA KUMAR

SURESH SADAGOPAN

TARUN BIRANI

VIVEK REGE

KNOW YOUR COMMITTEES

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Suresh Sadagopan

VOLUNTEERS

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Akhilesh V Gokaraju
Jay Thacker
Jigar Patel
Monica Malkani
Nitin Sawant
Sridevi Ganesh
Upasana Mondal

NEW MEMBERSHIP COMMITTEE

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VOLUNTEERS

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Hrushikesh Kale
Indrani Banerjee
Kanika Shah
Sachin Walavalkar
Sushilkumar Pardeshi
Thejus Palathingal

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Lovaii Navlakhi
Tarun Birani
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Jitendra Solanki
Kharanshu Parikh
Pranjali Madnani
Shefali Garg

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Kavitha Menon
Renu Maheshwari
Shailendra Kumar
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VOLUNTEERS

Ratnasri Karra

KNOW YOUR COMMITTEES

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Prashanth Sekhar
Priyadarshini Mulye
Roshni Nayak

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Shailendra Kumar

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Abhijit Talukdar
Vipin Khandelwal

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Amit Kukreja
Kavitha Menon
Vivek Rege

KNOW YOUR COMMITTEES

ADVOCACY SPECIAL PROJECTS

VOLUNTEERS

Abhishek Banerjee
Chinmay Harshad Kelkar
Dr. Neelakantan Pillai
Gaurav Goel

SPECIAL PROJECTS

VOLUNTEERS

Ashwin Albert DSouza
Pooja Chaubey
Ratnasri Karra
Rahul Jaju
Robins Joseph
Roshni Nayak
Sachin Walavalkar
Shrimohan Maheshwari
Varun Girilal

SENIOR EXECUTIVE ASSISTANT

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PROJECT COORDINATOR

Shraddha Mhamunkar

THANK YOU

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