

# ARIAN PERSPECTIVE



## ARIA NEWSLETTER Q2 2026

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# CHAIRPERSON'S NOTE

## AMIT KUKREJA



Dear Members,

It is an absolute honour to serve as the Chairperson of an elite association like ARIA. And writing a note for you all is a privilege. When we look at ARIA from the "balcony view," the trajectory of our association is shifting rapidly from a fragmented practice to a pillar of national financial wellness. Our collective efforts are bearing fruit, and I am incredibly proud to share some of our monumental recent achievements:

- **PFRDA Landmark Collaboration:** Our collaborative event with the Pension Fund Regulatory and Development Authority (PFRDA) was a resounding success. This landmark initiative allowed us to bridge the gap between regulatory vision and ground-level implementation. By bringing together the finest minds in retirement planning and advisory, ARIA has solidified its position as a key partner in driving pension literacy and retirement security across the country. This partnership underscores a vital truth: registered investment advisers are indispensable to India's long-term wealth creation!
- **Deepening SEBI Engagement:** In tandem with our work at PFRDA, our engagement with the regulator has hit an all-time high. ARIA's representatives have been actively contributing within various SEBI Working Groups and Committees. Through these committees, we are working hand-in-hand with the regulator to streamline compliance, protect investor interests, and advocate for structural reforms that recognize the true value of fee-only, fiduciary advice. By actively participating in shaping regulations, we are ensuring that the voice of the Indian investment adviser is not just heard, but woven into the future regulatory fabric of our financial markets.
- **Strategic Partnership Renewals:** With the ongoing momentum, I am delighted to announce that we have successfully completed partnership renewals with UTI Mutual Fund, SBI Mutual Fund, Kotak Mutual Fund, ICICI Prudential Mutual Fund and HDFC Mutual Fund. We are also pleased to confirm the return of Franklin Templeton as our Platinum Partner for this financial year. Renewal discussions are currently underway with several other partners.

# CHAIRPERSON'S NOTE

## AMIT KUKREJA



These renewals are a massive vote of confidence in ARIA's vision, our growing member base, and the impact we deliver. The resources and alignment gained from these renewals will continue to directly translate into better infrastructure, deeper research-based knowledge, and premium practice standards to deliver value to our clients.

As we look ahead, I am excited for the current term (April 2026 to March 2027). This new term brings opportunities for us to scale our impact, launch more member-enablement programs, continue to work with the stakeholders for professional impact, and reconstitute the ARIA board again for phenomenal success.

Thank you to every board member, volunteer, and partner who has contributed to these wins. Your dedication is what makes ARIA a force to reckon with. Let us step into the new term with high energy, sharp focus, and a shared commitment to making the citizens of our country financially secure and prosperous.

Warm regards,  
Amit Kukreja  
Chairperson, Association of Registered Investment Advisers (ARIA)



# FRANKLIN TEMPLETON RENEWS PLATINUM PARTNERSHIP WITH ARIA FOR FY 2026-27



## WELCOME BACK



FRANKLIN  
TEMPLETON

Returning as ARIA's

## PLATINUM PARTNER

FOR FY 2026-27

Looking forward to another year of  
collaboration and growth.



# HDFC QUIZ WINNERS – ROUND 8 AND 9

## HDFC QUIZ WINNERS – ROUND 8!

- 🏆 Robins Joseph
- 🏆 Prakash Praharaj
- 🏆 Sheo Narayan
- 🏆 Sugam Rathi
- 🏆 Tarun Rokadiya

## HDFC QUIZ WINNERS – ROUND 9!

- 🏆 Robins Joseph
- 🏆 Harendra Zatakia
- 🏆 S R Srinivasan
- 🏆 Sudhanshu Shekhar Patel
- 🏆 Sugam Rathi

# PFRDA & ARIA DIALOGUE EVENT

## DATE: 15 MAY 2026







## IDEA BOX

### ROHIT SHAH

Founder & CEO, GYR Financial Planners Pvt. Ltd.



#### Stop Googling Your AI. Start Coaching It.

Most of us treat AI the way we treat a Google search — type a few words, hit enter, hope for the best. The result? Generic gyaan that needs 20 minutes of rework before it's fit for a client. The problem isn't the AI. It's the prompt.

I'd like to share a simple framework our team uses, named after the one cricketer every Indian RIA can agree on — S.A.C.H.I.N. Six letters, six ingredients. Skip even one, and your innings ends at single digits.

**S — Specificity:** "Write about SIPs" is a wide ball. "Write a 150-word WhatsApp note for a 25-year-old first-jobber using a dabbawala analogy" is a cover drive.

**A — Audience:** NRI in Dubai? HNI retiree in Pune? The AI needs to know who's at the other end.

**C — Constraints:** Word limits, forbidden jargon, mandatory SEBI disclaimers. Spell out the Do's and Don'ts.

**H — How:** Table? Email? Tweet? Decide the format before the AI decides for you.

**I — Identity:** "You are a 20-year veteran CFP explaining to a nervous retiree." Give AI a costume — it performs better in one.

**N — Notes/Examples:** Paste two samples of your past client writing. AI is a brilliant copycat when shown the net practice.

(cont)



## IDEA BOX

### ROHIT SHAH

Founder & CEO, GYR Financial Planners Pvt. Ltd.



The Lazy-Genius Shortcut: Find SACHIN too much work for a one-off task? Here's my favourite hack — get one AI to write the prompt for another AI. I often ask Gemini to craft a rock-solid prompt, then paste that prompt into Perplexity or Claude for the actual output. Simply tell Gemini: "Write me a detailed SACHIN-style prompt to achieve X." Two minutes of effort, ten times the quality. I do this for every important client deliverable.

Two practitioner-to-practitioner requests. First, use a paid AI version. The free tier is yesterday's model; your clients deserve today's. At ₹1,700–₹2,000 a month, it's cheaper than one client coffee meeting. Second, always review the output. AI is Dravid-reliable, not Dhoni-perfect.

I've built a short SACHIN playbook deck for our team. This is enclosed here.

Prompt like Sachin. Review like Dravid. Deliver like Dhoni.

[SACHIN Prompt Framework](#)



# NOTE FROM ADVOCACY COMMITTEE

## Key Highlights: ARIA joint meeting with SEBI and BSE

### 1. SEBI Setu Implementation

ARIA welcomed the development of SEBI Setu as a common platform for intermediaries and requested that member feedback be incorporated during the pilot phase to ensure smooth onboarding, registration, and compliance processes.

### 2. Compliance and Penalty Concerns

Members highlighted concerns regarding penalties related to data management and advertisement compliance. Greater clarity on documentation and compliance requirements was requested.

### 3. Strengthening the RIA Ecosystem

ARIA requested support for enhancing awareness and recognition of the RIA profession through joint initiatives and regulatory engagement.

### 4. Resolution of Pending Data Cases

BSE was requested to share the list of pending data-deficiency cases, categorized by non-response, partial response, and communication delivery failures, to facilitate timely resolution.

### 5. Registration Rejections

Concerns were raised regarding registration rejections where applicants hold shareholding or directorship positions in other firms. ARIA sought regulatory clarification to ensure a consistent interpretation of eligibility requirements.

### 6. Greater Industry Engagement

ARIA suggested:

Providing visibility to ARIA on relevant regulatory/exchange platforms.

Including ARIA in the circulation of regulatory communications and circulars issued to RIAs and RAs.

Conducting investor awareness programs in cities with a significant RIA presence.

## NOTE FROM ADVOCACY COMMITTEE

ARIA remains committed to working closely with regulators and exchanges to improve operational efficiency, regulatory clarity, investor awareness, and the overall growth of the RIA profession.

During the month, ARIA submitted its recommendations and feedback on key consultation papers impacting investors.

1. Response to Consultation Paper on Simplification of Documentation Requirements for Transmission of Securities.

Link - [Click here](#)

2. Consultation Paper on introduction of Gift Card\_ Gift PPI (Prepaid Payment Instrument) for Mutual Funds.

Link - [Click here](#)

Through such representations, ARIA remains committed to constructively engaging with regulators and stakeholders to support policy improvements, investor awareness, and the long-term growth of the advisory profession.

## NOTE FROM TECHNOLOGY/WEBSITE COMMITTEE

During April 2026, the technology team successfully completed key enhancements and deployment activities related to the Associate Management module, aimed at improving usability, streamlining workflows, and enhancing the overall member experience on the ARIA platform.

Key updates included improvements to the renewal process, resolution of status display issues, enhancements to the bulk renewal functionality, and simplification of the “My Associate” page to provide a more seamless and user-friendly experience for members.

These improvements reflect ARIA’s continued focus on enhancing platform efficiency, simplifying member workflows, and delivering a better digital experience for the advisory community.

The Affiliate Membership feature was also designed and introduced to enable aspiring RIAs to join ARIA and learn, network, and grow alongside fellow RIAs. Members are encouraged to spread the word among aspiring RIAs and invite them to be part of the ARIA community.



# NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

As part of its continued efforts to support member learning and professional growth, ARIA conducted a series of insightful and practice-oriented sessions during April and May 2026, focused on strengthening advisory capabilities across estate planning, technology adoption, compliance, and practice management, while also creating opportunities for members to explore emerging investment strategies.

The learning journey began with an engaging session on **“Securing Legacies: Estate Planning Strategies for Your Clients”**, where members gained practical insights into the importance of estate planning and how RIAs can better guide clients in protecting and transferring wealth effectively.

**Speaker:**

**Jatin Popat, Founder & CEO, WillJini**, shared valuable perspectives on estate planning strategies, client conversations, and the evolving relevance of legacy planning within financial advisory services.

**Moderator:**

**Upasana Mondal, SEBI Registered Investment Advisor, DreamBluePrintz**, moderated the discussion, bringing practical advisory insights and making the session highly relevant for RIAs.

Held on **23rd April 2026**, the session encouraged members to broaden their advisory approach by integrating estate planning conversations into long-term client relationships.

Continuing the momentum, ARIA hosted **“RIA Paathshala – Start Smart, Grow Strong”**, a focused session designed to help advisors build scalable and compliant practices.

## NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

The session covered practical strategies around sustainable growth, onboarding frameworks, and balancing expansion with regulatory requirements—offering members actionable guidance for strengthening their advisory businesses.

### **Speakers:**

Upasana Mondal, SEBI Registered Investment Advisor, DreamBluePrintz

Jigar Patel, Principal Officer, Neuron Wealth Advisors

Pooja Chaubey, Compliance Officer, Quinstinct Advisory

Held on **30th April 2026**, the session served as a valuable learning platform for RIAs looking to establish stronger operational and compliance foundations while planning for long-term growth.

Further expanding the focus on innovation in advisory practices, ARIA conducted **“AI for IA: The Intelligent Edge for Advisors”** on **21st May 2026**.

The session explored how investment advisors can integrate artificial intelligence and smart technologies into their practices to enhance efficiency, improve client engagement, and deliver more intelligent, data-driven advice.

### **Speaker:**

Sanjay Kadel, Senior Partner, Assurance & Consulting

### **Moderator:**

Shailendra Kumar, Co-founder, FinAtoZ (Rightfocus Investments Pvt. Ltd.)

The session provided members with practical insights into leveraging emerging technologies to strengthen advisory outcomes and remain future-ready in an evolving financial services landscape.

# NOTE FROM MEMBERS AND PARTNERS ENGAGEMENT

On 4th June 2026, ARIA hosted an insightful session on "**Stepping Outside Actives: Quant & Multifactor Investing.**"

The session explored how advisers can effectively implement quantitative techniques and multi-factor strategies within client portfolios, helping them navigate market complexities through data-driven investment approaches.

**Speaker:**

Sharwan Goyal, Fund Manager and Head – Passive, Arbitrage and Quant Strategies, UTI Asset Management Company Ltd.

**Moderator:**

Kavitha Menon, Founder, Probitus Wealth

The session provided members with valuable insights into quantitative investing frameworks, factor-based portfolio construction, and the growing role of systematic strategies in modern investment advisory practices.

Looking ahead, we are excited to host our next **CEO Interaction with Members on 18th June 2026 at 5:00 PM**, featuring Mr Avinash Satwalekar, President, Franklin Templeton Asset Management (India) Private Limited. The session is expected to offer valuable perspectives on leadership, business growth, and the evolving investment landscape. We encourage all members to save the date and participate in what promises to be an enriching and insightful discussion.

Through such initiatives, the Members & Partners Engagement Team continues to create opportunities for members to learn, collaborate, and strengthen their professional practices while staying abreast of emerging trends, regulatory developments, and evolving client needs.

# SESSIONS CONDUCTED FROM APRIL-JUNE

**ARIA**  
Association of Registered Investment Advisers

## Securing Legacies

Estate Planning Strategies for your clients.

**Speaker** **Moderator**

**Jatin Popat**  
Founder & CEO  
WillJini

**Upasana Mondal**  
SEBI RIA  
DreamBluePrintz

**THURSDAY**  
23<sup>RD</sup> APR 2026

**05:00 PM** TO **06:00 PM**

**LIVE**  
zoom

**HOFC** **PRIME** **KOTAK** **MIRAE ASSET** **UTI**

**ARIA**  
Association of Registered Investment Advisers

## RIA Paathshala – Start Smart, Grow Strong.

Make Your Onboarding Process Compliance Strong

**SPEAKER** **SPEAKER** **SPEAKER**

**UPASANA MONDAL**  
SEBI RIA  
DreamBluePrintz

**JIGAR PATEL**  
Principal Officer  
Neuron Wealth Advisors

**POOJA CHAUBEY**  
Compliance officer  
Quininstinct Advisory Private Limited

**THURSDAY**  
30<sup>TH</sup> APR 2026

**05 PM** TO **06 PM**

**LIVE**  
zoom

**HOFC** **PRIME** **KOTAK** **MIRAE ASSET** **UTI**

**ARIA**  
Association of Registered Investment Advisers

## AI for IA : The Intelligent Edge for Advisors

**SPEAKER** **MODERATOR**

**CA SANJAY KADEL**  
Senior Partner  
Assurance & Consulting

**SHAIKENDRA KUMAR**  
Co-founder  
FinAtoZ Rightfocus Investments Pvt. Ltd.

**THURSDAY**  
21<sup>ST</sup> MAY 2026

**5:00 PM** TO **6:00 PM**

**LIVE**  
zoom

**HOFC** **PRIME** **KOTAK** **MIRAE ASSET** **UTI**

**uti**  
UTI Mutual Fund

**ARIA**  
Association of Registered Investment Advisers

## STEPPING OUTSIDE ACTIVES

### Quant & Multifactor Investing

**SPEAKER** **MODERATOR**

**SHARWAN GOYAL**  
Fund Manager and Head Passive Arbitrage and Quant Strategies  
UTI Asset Management Co. Ltd.

**KAVITHA MENON**  
Founder  
Probitus Wealth

**THURSDAY**  
4<sup>TH</sup> JUNE 2026

**5:00 PM** TO **6:00 PM**

**LIVE**  
zoom

**HOFC** **PRIME** **KOTAK** **MIRAE ASSET** **UTI**



# ARIA MEMBERSHIP DETAILS

## MEMBERS AS OF APRIL TO JUNE 2026

|    | Membership Category              | Members as on<br>APR 2026 | Members as on<br>JUN 2026 |
|----|----------------------------------|---------------------------|---------------------------|
| 1. | INDIVIDUAL - ANNUAL MEMBERS      | 132                       | 135                       |
| 2. | INDIVIDUAL - LIFE MEMBERS        | 22                        | 20                        |
|    | <b>Total Individual</b>          | <b>154</b>                | <b>155</b>                |
| 3. | NON- INDIVIDUAL - ANNUAL MEMBERS | 119                       | 118                       |
| 4. | NON- INDIVIDUAL - LIFE MEMBERS   | 32                        | 31                        |
|    | <b>Total Non-Individual</b>      | <b>151</b>                | <b>149</b>                |
| 5. | ASSOCIATE - ANNUAL               | 20                        | 58                        |
| 6. | AFFILIATES - ANNUAL              | 45                        | 48                        |
| 7. | TOTAL MEMBERSHIP - ANNUAL        | 316                       | 359                       |
| 8. | TOTAL MEMBERSHIP - LIFE          | 54                        | 51                        |
|    | <b>Total Membership</b>          | <b>370</b>                | <b>410</b>                |

## KNOW YOUR BOARD MEMBERS



**AMIT KUKREJA**

Chairperson



**KAVITHA MENON**

Vice Chairperson



**HARSH ROONGTA**



**JIGAR PATEL**



**LOVAII NAVLAKHI**



**RENU MAHESHWARI**



**SHAILENDRA KUMAR**



**SURESH SADAGOPAN**



**TARUN BIRANI**



**VIVEK REGE**

# KNOW YOUR COMMITTEES

## MEMBER ENGAGEMENT COMMITTEE

### BOARD MEMBERS

Lovaii Navlakhi  
Suresh Sadagopan  
Jigar Patel

### VOLUNTEERS

Akhilesh V Gokaraju  
Monica Malkani  
Nitin Sawant  
Upasana Mondal

## NEW MEMBERSHIP COMMITTEE

### BOARD MEMBERS

Jigar Patel  
Lovaii Navlakhi  
Vivek Rege

### VOLUNTEERS

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

## PARTNER ENGAGEMENT COMMITTEE

### BOARD MEMBERS

Amit Kukreja  
Lovaii Navlakhi  
Tarun Birani  
Vivek Rege

### VOLUNTEERS

Hemendra Gandhi  
Kharanshu Parikh  
Jitendra Solanki  
Pranjali Madnani  
Shefali Garg

## ADVOCACY COMMITTEE

### BOARD MEMBERS

Harsh Roongta  
Kavitha Menon  
Renu Maheshwari  
Shailendra Kumar  
Vivek Rege

### VOLUNTEERS

Viraj Padhye  
Biharilal Deora

## WARIA

### BOARD MEMBERS

Renu Maheshwari

### VOLUNTEERS

Ratnasri Karra

# KNOW YOUR COMMITTEES

## MEDIA COMMITTEE

### BOARD MEMBERS

Renu Maheshwari      Suresh Sadagopan  
Tarun Birani  
Kavitha Menon

### VOLUNTEERS

Ananya Roy      Prashanth Sekhar  
Mansi Bhogal      Priyadarshini Mulye  
Prakash Praharaj      Roshni Nayak

## VOLUNTEER PROGRAMME COMMITTEE

### BOARD MEMBERS

Renu Maheshwari  
Jigar Patel

### VOLUNTEERS

Akhilesh Jain  
Hemendra Gandhi

## TECHNOLOGY/ WEBSITE COMMITTEE

### BOARD MEMBERS

Amit Kukreja  
Shailendra Kumar

### VOLUNTEERS

Abhijit Talukdar  
Vipin Khandelwal

## ACCOUNTING AND FINANCE

### BOARD MEMBERS

Amit Kukreja  
Kavitha Menon



# KNOW YOUR COMMITTEES

## ADVOCACY SPECIAL PROJECTS

### BOARD MEMBERS

Renu Maheshwari

### VOLUNTEERS

Abhishek Banerjee  
Chinmay Harshad Kelkar  
Dr. Neelakantan Pillai  
Gaurav Goel

## SPECIAL PROJECTS

### VOLUNTEERS

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

## COMPLIANCE SPECIAL PROJECTS

### BOARD MEMBERS

Renu Maheshwari  
Jigar Patel

### VOLUNTEERS

Ashwin Dsouza  
Pooja Chaubey  
Shalini Dhawan

## EDUCATION STANDARDS COMMITTEE

### BOARD MEMBERS

Renu Maheshwari  
Suresh Sadagopan

### VOLUNTEERS

Hardik Thakkar  
Pramiti Rawat

# KNOW YOUR COMMITTEES

## PRACTICE STANDARDS COMMITTEE

### BOARD MEMBERS

Renu Maheshwari  
Kavitha Menon  
Tarun Birani  
Vivek Rege  
Jigar Patel

### VOLUNTEERS

Dilshad Billimoria  
Roshni Nayak

## SENIOR MANAGER

Collyn Mascarenhas

## PROJECT COORDINATOR

Shraddha Mhamunkar

# THANK YOU



## Call Us

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## Website

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

