In this issue of Investments & Wealth Monitor, we examine the future of advice—how things are changing now and how they’re likely to change in coming years. We explore how wealth advisors will evolve their practices and the types of tools and techniques that they will employ in meeting clients’ goals and objectives. We also consider the need for more advanced education to adequately address these challenges and opportunities.

We start with a far-reaching interview that I conducted with Neil Bathon, “Trends in Asset and Wealth Management”; followed by Tracy Needham and Jason Dauwen’s article, “Challenges to the Asset Manager and Financial Advisor Value: The Impact of the Coronavirus Crisis.” Michael Kitzes, a frequent and provocative contributor, offers “Smaller, Bigger, and Better Trends in the Business of Financial Advice,” and Mike Van Wyk shares some interesting research about “Coronavirus as a Mass Infection Point.”

April Rudin discusses “Engaging Clients in the ‘New Normal,’” and Andrew Altfest describes “Good News for Advisors: The Future of Financial Planning Is Intelligent.” Brian Ullsperger, an editorial advisory board member, shares his insights about “Creating and Coaching a Cohesive Team”; and Scott Welch, also an editorial advisory board member, moderates a panel discussion titled “Client Segmentation and Its Impact on Growing Enterprise Value.”

Dean Roney provides a primer on “Building a Successful Private Equity Portfolio from Scratch: A Practitioner’s Guide,” and the Nick Veronis and Joseph Burns explore “Evaluating the Impact of Private Equity in a 60/40 Portfolio.” Next, the WisdomTree Advisor Innovation Team discusses “A Model Approach for Evolving Times.” Kathryn Kaminski and Ying Yang consider “The Coronavirus Crisis: What’s the Same? What’s Different?” We close out the issue with Richard Jackson and Daniel Quinn’s “Investment Data Compliance: Revised SEC Advertising and Marketing Guidelines 2021 and Beyond.”

As we reflect on this tumultuous year dealing with the coronavirus pandemic, we have learned a great deal about ourselves, the markets, and our clients. COVID-19 accelerated some of the changes already underway and presented a new set of challenges. Investments & Wealth Institute is here to help you provide your clients with sound advice, which given these times, has never been more important.