

Advancing the Future of Investment Advice and Solutions



Our Mission

Established in 1997, the Money Management Institute (MMI) is the industry association representing financial services firms that provide financial advice and investment advisory solutions to investors.

MMI is driven by our promise of increasing connections, knowledge, and growth for our members. We are dedicated to fostering professional relationships, sharing experiences, and expanding the industry's influence through advocacy and education. MMI offers premier professional development programs, specialized curriculums, and facilitates peer-to-peer connections through our communities and conferences. As part of our longstanding commitment to diversity and inclusion, the Gateway Foundation provides clear pathways to entry and career advancement in the financial services industry for historically excluded and underrepresented groups. MMI member firms include wealth manager, asset manager and solutions provider firms of all sizes and professionals representing all functional areas.

Our Approach

MMI is the only industry association uniquely dedicated to Advancing the Future of Investment Advice and Solutions.

Through conferences, educational resources, and thought leadership, MMI facilitates peer-to-peer connections, fosters industry knowledge and professionalism, and supports the next generation leadership and evolution of the investment advisory industry. MMI member firms are dedicated to helping individual and institutional investors, at every level of assets, plan for and fulfill their financial goals.



Areas of Strategic Focus

To facilitate, enable and shepherd industry leadership and growth. MMI helps member firms to **CONNECT**, **KNOW** and **GROW** by providing a broad range of member benefits and services.



CONNECT

MMI helps our members to connect by engaging with counterparts at other firms and sharing knowledge and information.

- + **Conferences & Events**
- + **Membership Communities**



KNOW

MMI helps our members to know by expanding their industry knowledge and understanding of key trends.

- + **Education & Professional Development**
- + **Analysis & Insights**



GROW

MMI helps our members to grow by representing the advisory industry and by identifying and addressing common challenges.

- + **Diversity & Inclusion**
- + **Industry Presence & Advocacy**



Connect

MMI helps our members to connect by engaging with counterparts at other firms and sharing knowledge and information.

CONFERENCES & EVENTS

MMI delivers industry-leading conferences and events that foster industry knowledge and facilitate peer-to-peer connections.



Major Conferences

- Summit
- Annual Conference



Thematic Events

- Alternative Investments Forum
- Distribution Leadership Forum
- Emerging Asset Managers Forum
- Leadership Pathway Seminar
- Legal & Compliance Seminar
- Sustainable & Impact Investing Forums
- Toronto Wealth Management Summit
- Women In Distribution Symposium



Executive Roundtables

- Executive briefings with highly-focused agendas



Webinars

- Topical panel discussions with industry leaders and experts



MEMBERSHIP COMMUNITIES

MMI has created a diverse slate of aligned communities that allows members to make professional connections, discuss common issues and challenges, hear from guest speakers, and share best practices.

- Advisory Products & Solutions
- Alternative Investments
- Annuity & Insurance Solutions
- Blockchain
- Distribution & Sales
- Diversity & Inclusion
- Emerging Asset Managers
- Legal & Compliance
- Marketing
- Sustainable Investing
- Technology & Digital Advice
- Women in Distribution



Know

MMI helps our members to know by expanding their industry knowledge and understanding of key trends.

EDUCATION & PROFESSIONAL DEVELOPMENT

MMI is committed to a culture of continuous learning and to helping member firms and their teams be “career ready, at every stage.”

Continuous Learning Center

Retooled to better educate, engage and energize our membership

- Foundational and specialized curriculums tailored for the investment management industry, such as sustainable investing and wealth management essentials.
- 60 Professional Development Skills courses in communication, leadership, project management, and more.
- Robust, best-in-class education platform.



15-month career accelerator for executive-level professionals

In collaboration with University of Virginia Darden School of Business, Microsoft, and PwC, Executive IQ™ helps transform experienced decision-makers into leaders looking to advance their careers and organizations.



A two-year program for rising leaders with 5-10 years' experience

Leadership Pathway recognizes and nurtures the next generation of industry leaders through a structured curriculum of learning activities and networking opportunities. A new class is accepted every year, and candidates must be nominated by their firm to apply.



ANALYSIS & INSIGHTS

MMI develops, curates and presents insightful analysis and thought leadership from trusted industry experts.

MMI-Cerulli Advisory Solutions Data

A single, authoritative source of data on the advisory solutions marketplace to assist members with strategic planning and analysis. Members receive a quarterly quantitative summary and an online portal allows firms that contribute data to access the underlying dataset.

Thought Leadership

A robust calendar of white papers, research reports, and other publications produced in collaboration with respected subject matter experts.

MMI Journal of Investment Advisory Solutions

A scholarly journal, published twice a year, that presents articles and reports on topics critical to the future of investment advice and solutions.

Next Chapter

An initiative, in partnership with Financial Advisor Magazine and The Execution Project, to foster industry dialogue and activity designed to deliver better retirement solutions for clients and the financial advisors who serve them.

News Recap

A quick-hitting weekly roundup, powered by FUSE Research Network, of the most relevant advisory-focused news items.



MMI helps our members to grow by representing the advisory industry and by identifying and addressing common challenges.

DIVERSITY & INCLUSION

MMI is committed to accelerating the progress of diversity, equity and inclusion in the financial services industry.

GATEWAY

Member firms help to advance diversity and inclusion through participation on advisory boards, Diversity and Inclusion community, and providing related content through our conferences & events.



The Gateway Foundation supports and connects with programs that help recruit and develop students, entry-level and mid-career professionals from under-represented communities. As part of that effort, the Foundation supports:

- Financial literacy programs in our local communities in conjunction with Philadelphia Scholars.
- Industry awareness and preparation programs for university students and entry-level professionals, including a partnership with Barron's in Education and sponsorships in MMI's Passport program.
- Performance and professional development programs for mid-career professionals of color including sponsorships in MMI's Executive IQ™ program.

Connect with diverse talent through MMI's Industry Job Board

Member firms can post entry-level and mid-level positions on the job board to gain access to Black and Latino candidates. Through our relationships with HBCUs, and network of HBCU alumni, vacancies will get noticed by a diverse candidate pool.



INDUSTRY PRESENCE & ADVOCACY

MMI advances industry dialogue and represents the investment advisory industry to key audiences and stakeholders.



BARRON'S

**Industry
Awards**

- Cultivate media relations and press coverage of advisory solutions
- Maintain social media presence and engagement
- Monitor regulatory developments and provide input and perspective
- Engage and collaborate with key industry organizations
- Highlight industry innovation and achievement

Our Members

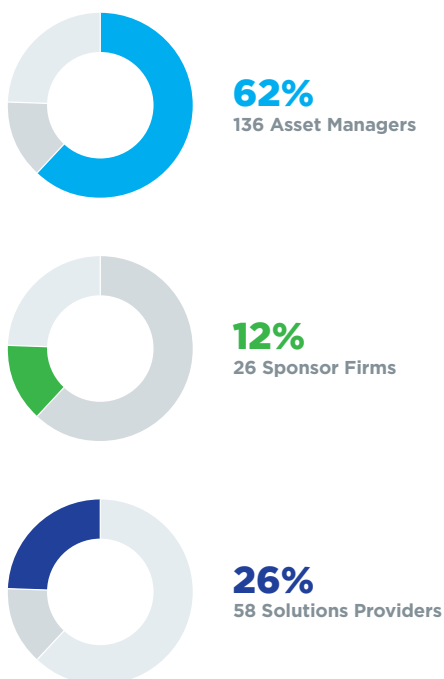
MMI members are the wealth manager, asset manager, and solutions provider firms that are shaping the future of investment advice—from some of the largest financial institutions in the world to emerging innovators and new entrants.

Membership is now available at both the corporate and individual level. It is our 9,000+ engaged members who are the backbone of MMI and keep the organization vibrant and relevant.

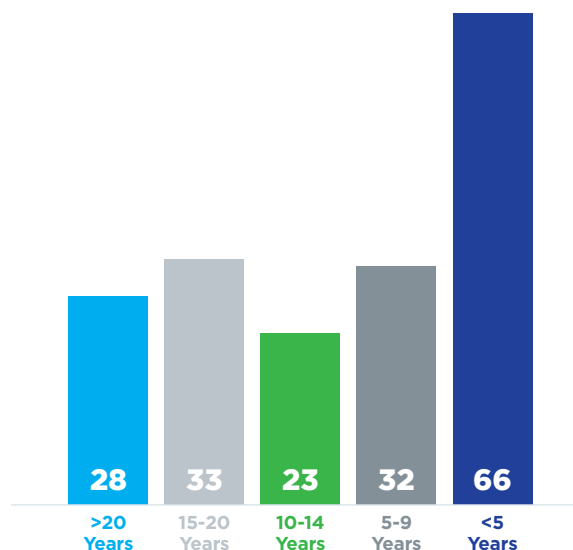
220 MEMBER FIRMS

as of 11/1/2022

By Type



By Length of Membership





OUR MEMBERS SAY IT BEST



The level of executives who are involved with MMI is a testament to the value they assign to membership.

MMI provides a unique forum for the senior leaders of wealth and asset management firms to connect and work toward real synergy in delivering enhanced solutions to advisors and clients. The advisory business has many moving parts, and MMI is a tremendous resource to help members stay current and connect the dots on everything from legal and regulatory issues to the latest trends in technology, operations, product, and investment strategy.”

— **Head of Managed Solutions**, Major Wirehouse

“MMI’s proprietary industry data, analysis, and publications give us highly valued inputs on many fronts. Since MMI’s research agenda is driven largely by member input, the focus is on those topics of greatest interest and importance to members. The various reports and publications are an invaluable resource for business planning, strategy development, resource allocation, and associate education.”

— **Head of Intermediary Sales**, Leading Asset Management Firm



Other industry associations are larger and broader, but MMI is the only one focused on advisory solutions. MMI conferences attract all of the leading players in the investment advisory industry—including everyone we do business with and everyone we want to do business with. We also learn a tremendous amount about the issues that are top-of-mind with people in the business and we take those back and figure out how to address them.”

— **President**, Prominent Wealth Management Technology Provider



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