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Philip Palaveev is a financial industry expert and consultant focused on improving the profitability and value of financial services firms. The owner and CEO of The Ensemble Practice LLC, a management consulting firm helping financial

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professional advisory firm, and what it really means to create an advisory business that puts the interests of the business before the interests of any one advisor partner—along with why, as the business grows, it becomes crucial to create a means of quality control to ensure that, with ...

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correctly 95% of
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service professionals are
one owner practices. To
the positive, these
practices are among the
most valuable
professional service
models in America. But
almost all advisors are
assembling their
practices using the
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historically successful, but vastly different models including wirehouses, broker-dealers, and even OSJs and branch managers. Revenue sharing, commission splitting and other eat-what-you-kill compensation methods dominate the independent sector and virtually ensure that today's independent

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practices, if left Team
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survive the end of their
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