

CSH CAPITAL Attracts Record Number of Breakaway Brokers

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Advisors Go Independent, Seek Stability Amid Regulatory Uncertainty

September 13, 2012, 5:09 am -- /[EPR NETWORK](#)/ -- **CSH CAPITAL** announced today that it has attracted record 47 breakaway brokers in the first quarters of this fiscal year, a nearly 20 percent increase from the same time last year. Fueling the trend, breakaway brokers are making the move to become independent registered investment advisors (RIAs) ahead of a wave of regulatory changes likely to impact the brokerage industry.

"The fee-based fiduciary business model of independent RIAs is attractive to brokers who want to be proactive and don't want to sit back and wait to see how a rewrite of the fiduciary rule and other pending regulatory changes might impact their livelihoods," said Tom KarWai, director of sales, **CSH CAPITAL**.

"Going independent by establishing a firm or joining an existing RIA is a preferred path for advisors, especially as more investors turn to the independence and objectivity of the RIA model for help managing their wealth."

CSH CAPITAL's advisor in transition support services include:

- **Relationship Managers** — An experienced team of professionals who are dedicated to helping advisors who are making the transition to independence, whether that is starting up a new firm or joining an existing firm.
- **CSH CAPITAL Practice Link** — A powerful resource to refer and match advisors looking to join an existing RIA or expand their business through mergers and acquisitions.

- **Business Evaluator** — An online tool that allows advisors to compare business models, estimate expenses, identify their motivations and strengths
- **Transition Specialists and Account Transfer Teams** — Dedicated service groups to help advisors develop a plan to transition their clients
- **Broker/Dealer Network** — This flexible service helps ease the transition and maintenance of advisors' commission-based business.
- **Advisor Transition Mentor Council** — A collection of experienced advisors who have successfully made the transition to independence and who can provide their insight, guidance and counsel
- **Transition News**
- **Webcasts and Case Studies**

About CSH CAPITAL

CSH CAPITAL is a reputed Hong Kong financial services and investment group. Promoted by a family of well-known professionals such as Chartered Accountants and MBAs, the group, has enjoyed patronage of a large number of valued customers and business partners since inception. High standards of service with true professionalism have been woven into the fabric of the company.