

Independent Wealth Manager Selection Checklist

Investor's Guide to Open Architecture

Executive Summary

This guide explains the fundamentals of open architecture in wealth management, focusing on how investors can benefit from transparent, independent advice and broader access to global investment opportunities.

What Is Open Architecture – and Why Now?

Open architecture allows advisers to select products from a wide universe of third-party providers rather than offering in-house solutions. In Switzerland, regulatory reforms such as FinSA and FinIA have accelerated the move toward transparency, making open architecture increasingly relevant for investors in Zurich, Geneva, and beyond.

How Open Architecture Benefits the Swiss Client

- Access to best-in-class solutions
- Independent, conflict-free advice
- Transparent fee models
- Custom portfolio construction aligned with tax and estate needs
- Greater adaptability to market and regulatory change

Common Misconceptions

- Not all so-called 'open' platforms are fully open
- Breadth of choice does not equal quality
- Advisers must still be vetted for true independence

Checklist: Is My Wealth Manager Truly Open?

- Are they licensed by FINMA or an SRO?
- Can they explain their product selection process?
- Do they disclose retrocessions or commissions?
- Do they offer multi-custodian access?
- Have they provided real-life case studies?

Conclusion

Choosing an adviser who follows an open architecture model gives Swiss investors more control, better transparency, and access to global investment capabilities — all aligned with their long-term goals.