

## **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.