Advancing the Future of Investment Advice and Solutions

CONNECT | KNOW | GROW

mminst.org

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. In collaboration with member firms, MMI is advancing the progress of diversity, equity and inclusion through a host of initiatives and programs. This is an important step towards creating a more inclusive and equitable industry.

+ **Advocacy**
+ **Industry Engagement**

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 • Annuity & Insurance • Diversity, Equity & Inclusion • Distribution Leadership • Emerging Asset Managers • Leadership Pathway • Legal & Compliance • Toronto Wealth Management
Executive Roundtables	• Executive briefings with highly-focused agendas
Webinars	• Topical panel discussions with industry leaders and experts
Opening Doors	• Impact Night • Golf Classic

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, Equity & Inclusion
- Emerging Asset Managers
- Institutional
- Legal & Compliance
- Marketing
- 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

A structured, comprehensive education platform for all career stages of the investment professional.

This platform offers foundational and specialized curriculums tailored for the investment management industry, created by MMI and in partnership with industry and learning leaders.

EXECUTIVE IQ

By Money Management Institute

12-month professional accelerator for senior leaders (with a minimum of 10-15 years of experience)

In collaboration with University of Virginia Darden School of Business, Microsoft, and PwC, this exclusive certification combines university-backed curricula with real-world case studies from the industry's most prestigious consultancies and Fortune 500 companies.

LEADERSHIP PATHWAY

2-year professional development program for emerging leaders (with 5–10 years of experience)

This distinguished community and professional development program promotes networking, collaboration, education, mentorship, and leadership.

ACADEMY

3-week career development program for early professionals (with less than 5 years of experience)

Delivered in collaboration with NYU Stern Executive Education, this program offers exposure to the latest management and leadership theory and applications as well as the varied roles, functions, and institutions of the financial services ecosystem.

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.

News Recap

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

Grow

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

ADVOCACY

MMI advocates for the investment advisory industry and effect change on critical issues.

GATEWAY

The Gateway Foundation is a 501(c)(3) non-profit organization established by the Money Management Institute to build meaningful change in the financial services industry by advancing diversity, equity, and inclusion.

By tapping into MMI's vast network of industry member firms, we can initiate sweeping changes that enable us to make this goal a reality by opening doors to historically marginalized communities through preparation, education, and skill development

Through our Strategic Initiatives, we support programs that promote career growth at every stage.

• Financial Literacy - Supporting Strong Foundations

• Industry Awareness and Preparation - Creating More Diverse Pipelines

• Performance and Professional Development - Cultivating Future Leaders

OPENING DOORS

Opening Doors was launched by MMI to do precisely that—clear the path for the next generation of historically marginalized professionals, leaders, and innovators in financial services. Through a series of curated events, programs and initiatives, Opening Doors aims to boost the efforts of the Gateway Foundation by raising funds, bringing people together, and celebrating the individuals and companies that dedicate themselves to the mission of diversifying our industry.

INDUSTRY ENGAGEMENT

MMI advances the future of the industry through meaningful dialogue, heightened awareness, and well-deserved recognition.

Industry Awards

Money Management Institute | BARRON'S

OPENING DOORS AWARDS

We believe in nurturing excellence and celebrating achievement. Our commitment to industry excellence is exemplified through the prestigious MMI/Barron's Industry Awards, the distinguished Opening Doors Awards, and our Member Recognition Awards programs.

These initiatives serve as a beacon of recognition for the outstanding contributions made by individuals and organizations in the financial services industry.

Our mission extends beyond accolades and recognition. We are dedicated to educating and empowering the next generation of industry leaders. Through MMI, professionals gain access to a wealth of professional development resources, thought-provoking insights, and engaging peer-to-peer discussions.

We understand the power of collaboration. MMI actively engages with industry stakeholders and maintains strong relationships with other trade associations. Through these partnerships, we create a synergistic environment where ideas flow and innovation flourishes.

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.

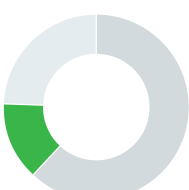
Membership is now available at both the corporate and individual level. It is our 9,000+ engaged members who are the backbone of MMI and keep the organization vibrant and relevant.

210 MEMBER FIRMS

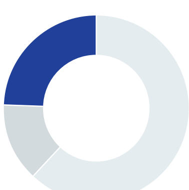
as of July 1, 2023

By Type

60%
127 Asset Managers

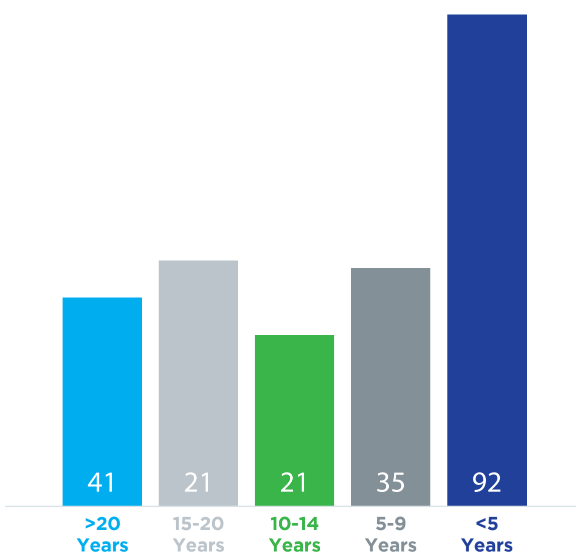


13%
27 Wealth Managers



27%
56 Solutions Providers

By Length of Membership



OUR MEMBERS SAY IT BEST

Being a part of MMI has provided the single most impactful opportunity to grow and learn outside of my firm.

I have built connections and an amazing network of people in our industry that have helped me develop both professionally and personally. MMI's commitment to continuing education is unmatched in the benefit it brings to our communities of like-minded processionals.

— **Head of Practice Management,** Private Wealth

"We were thrilled to participate in the Opening Doors Golf Classic supporting the Gateway Foundation at Hudson National Golf Club. It was an amazing day, and we were grateful to spend time with fellow professionals who share a passion for diversity, equity, and inclusion."

— **Financial Technology Provider**

I've been actively involved with MMI since its early days and for me and so many others, MMI is community. My strongest and best industry relationships have MMI roots. Having been actively involved with MMI's various communities I learn new things, build important relationships, advance my business and that of my clients, partners and friends."

— **EVP,** Chief Growth Officer, Financial Technology Provider

Money
Management
Institute

1410 Broadway • Suite 2601 • New York, NY 10018

For membership inquiries please contact:
Arlen Oransky
Executive Vice President, Chief Membership Officer
(646) 868-8500
aoransky@mminst.org

mminst.org