dynasty Institute for Adaptive Leadership

Industry Trends
& Dynasty Guidance

Q1 2026

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Insights from Q1 2026

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The Advisor Shift Toward Private Markets

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Why Are Private Markets Now in More Portfolios?

Fewer companies are going public, and those that do stay private, are staying private longer. A greater share of economic value is created pre-IPO. Private market strategies, long accessible to institutions, are increasingly relevant for wealth management portfolios.

Core Private Asset Classes

Private Equity:

Owning & growing private businesses

- Buyouts, growth equity, venture capital
- Long-term capital appreciation

Private Credit:

Lending to private companies for income

- Direct lending, mezzanine, specialty
- Consistent yield with lower volatility

Real Assets:

Real estate, infrastructure & tangible assets

- Income generation & inflation hedging
- Low correlation to traditional markets

Structures to Know

Interval Fund:

- Continuous fundraising
- Liquidity capped at ~5% quarterly
- Easier implementation – 1940 Act Registered
- Commonly 1099 vs. K-1
- Lower minimums and accreditation thresholds
- Starting to be delivered in holistic public/private model portfolios

Evergreen/Semi-Liquid Funds:

- Continuous fundraising
- Liquidity capped at ~5% quarterly
- Higher minimums than interval funds
- Commonly 1099 vs. K-1
- Higher-net-worth households; not suitable for liquidity-constrained households
- Starting to be delivered in holistic public/private model portfolios

Drawdown / LP Funds:

- Committed capital drawn over time via capital calls
- 7–10+ year horizon
- Commonly K-1 tax treatment
- UHNW, family offices, institutions
- Best for long-term growth seekers that can access liquidity elsewhere in their portfolio
- Higher minimums can necessitate feeder-fund access for wealth clients

Private markets are meant to complement, not replace, traditional allocations.

Accredited Investor:	Qualified Client:	Qualified Purchaser:
$1mm investible assets	$2mm investible assets	$5mm investible assets

To learn more about Private Markets, reach out to your Dynasty Relationship Manager who can connect you with **Karim Simplis, Dynasty's dedicated Head of Private Markets,** who is focused on sourcing private market opportunities, conducting due diligence, and facilitating advisor-ready access.

Where AI Progress Meets Operational Reality

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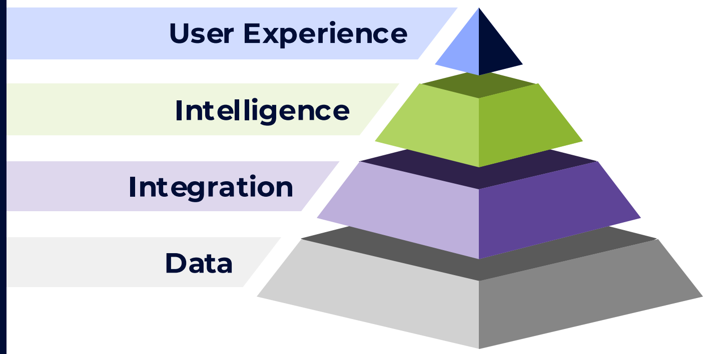
Future Proof Citywide reinforced a consistent theme: AI is moving swiftly across the RIA space, creating pressure for firms to act quickly and show progress. In that rush, many are experimenting with AI agents, point solutions, or external consultants to get something—anything—into market, often before fully understanding what is required to support real advisory workflows at scale.

Temptation	Reality
"I'll use point solutions to solve isolated pain points."	Fragmented tools create more operational drag, not less, when they do not tie into end-to-end advisor workflows.
"I'll just drop our data into Claude and let some vibe-coding[1] magic build the product for us."	Dynasty's own tech team has already tested this, and while Claude is fantastic for one-offs, prototypes, and quick experiments, it does not produce consistent, repeatable outputs at enterprise scale.
"I focus on quick implementation to keep up with industry pressures."	Speed without integration leads to costly rework once firms realize the underlying data, governance, and compliance layers are not aligned.
"I partner with flashy GenAI startups to leapfrog competitors."	Startups bring increased security risks due to maturity so must be approached with caution. 95% of generative AI projects and investments fail to deliver measurable returns.

Where AI is Going



The future of AI for RIAs is a fully connected virtual assistant powered by custom models, secure data access, and deep orchestration across real advisor workflows. It requires scalable connectivity to core systems so it cannot just analyze information but execute work end-to-end.

Dynasty simplifies technology and AI for our Network by embedding intelligence directly into integrated systems that power real advisory workflows—giving advisors time back today and a future-ready foundation, while Dynasty continues building several steps ahead. If you have any questions, please reach out to your Technology Partner Success Manager.

1. Definition: Natural-language-driven app creation
2. Source: MIT, "The GenAI Divide – State of AI in Business 2025;" July 2025

Friction Creates Flow: What is Driving Advisor Movement

A recruiter-informed look at the institutional friction advisors are feeling right now, and the tipping points that move them from frustration to exploring opportunities.

	Fear Drivers	Aspirational Drivers
Wirehouse Advisors	• Losing Control • Being Stuck • Legacy Loss • Declining Client Experience • Missing the Window	• Entrepreneurship & Ownership • Enterprise Value Creation • Economic Upside • Modern Tech Advantage • Legacy & Personal Brand
Independent Broker Dealer Advisors	• Restricted Independence • Rising Costs • Being Outgrown • Competitive Disadvantage • Stagnation	• Real Independence • Better Economics • Scale & Professionalization • Multi-Custodial Freedom • Brand Elevation
Existing Registered Independent Advisors	• Growth Plateaus • Losing Key Talent / Succession Risk • Operational Drag • Falling Behind Larger RIAs • Eroding Enterprise Value	• Next-Level Scale • Succession Confidence • Operational Leverage • Valuation Growth • Strategic Optionality

If inorganic growth is a priority for your firm, engage Dynasty Connect, the Business Development team, and the Investment Bank through your Relationship Manager. They are your partners on the ground helping to surface advisor fears and aspirations and helping you move qualified recruits from conversation to commitment.

Team Spotlight: Dynasty Connect

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Dynasty Connect is Dynasty Financial Partners' referral and business development engine, designed to drive high-quality growth across our $125B+ Network of independent RIAs. Connect aligns investors, institutions, and M&A candidates with top-tier advisors through a personalized, white-glove matchmaking process—powering expansion through four key pillars: Retail, Institutional, Commercial, and Ambassador-led referrals.

The Four Pillars of Dynasty Connect

Retail	Institutional	Commercial	Ambassador
End client leads provided to Network Partners	Advisor leads for Network Partner tuck-In opportunities	Institutional engagements at the firm level	An invited group of influencers advocating for Dynasty; sourcing leads and creating industry awareness

How It Works

1. **Lead generation** through inbound interest, outbound calls, and referred connections
2. **Lead qualification** through an in-depth screening process
3. **Lead introduction** to Network Partners based on client demographics and objectives, and the firm's ideal client profile.

The Retail Process: Getting Started with Dynasty Connect

- Indicate interest to the Dynasty Connect Team or your Relationship Manager
- Introductory call with the Dynasty Connect Team
- Review and execute the Dynasty Connect contract; free intro included, fees for ongoing services.
- Complete your Ideal Client Profile (ICP) questionnaire
- Review the Ideal Client Profile (ICP) and confirm your target leads
- Onboarding Complete!

Meet the Team

Jonathan Van Eaton
Head of Dynasty Connect

Joseph Carvin
Sales Development Representative

Isaac Mecklin
Sales Development Representative

Blake Neely
Sales Development Representative

Julia Nieters
Sales Development Representative

Kris Thorton
Sales Development Representative

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