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# ADVISOR

**EDITION** 

# **4Q 2013**

# **Wealth Management Issue**

# **Article Summaries:**

## **Wealth Managers**

Too many advisors perceive that their practice offers the full spectrum of wealth management services, but few are up to the task.

## **Institutional Specialists**

Institutional specialist advisors acting as consultants and outsourced CIOs compete for small mandates to acquire formidable assets.

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