

The Onboarding Imperative

Top five reasons to transition to digital onboarding

Digitalizing onboarding can help wealth managers streamline the process and gain a competitive edge. Here are the five top reasons to make the transition.

REASON #1 First impressions matter.

Wealth managers that deliver a seamless and efficient onboarding experience are more likely to bring in additional assets.

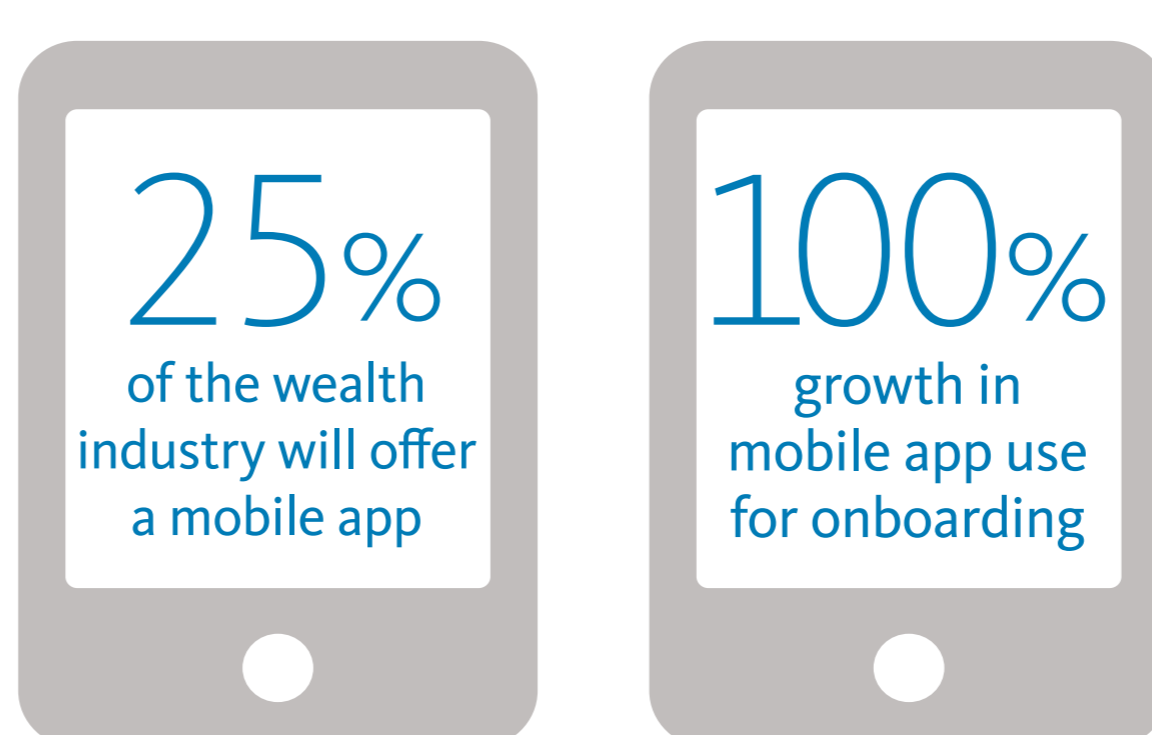
81% of successful cross-selling occurs within 90 days of onboarding

60% of successful cross-selling occurs within the first month

REASON #2 Clients expect unwired wealth management.

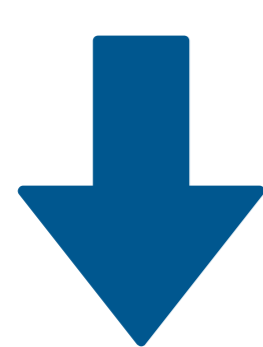
Give clients the convenience, flexibility and accessibility they demand.

By 2022, we anticipate:



REASON #3 Speed and accuracy mean everything.

Paperless onboarding helps:



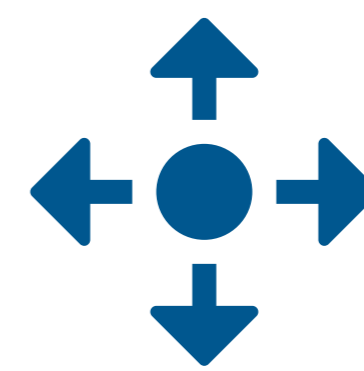
Minimize errors



Improve compliance



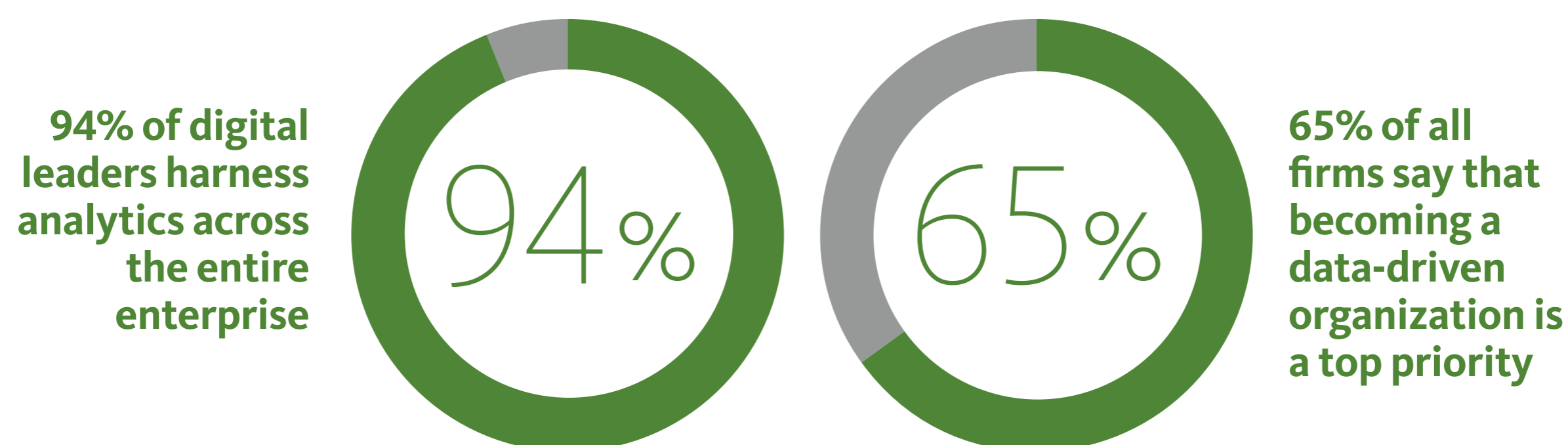
Accelerate back-office processing



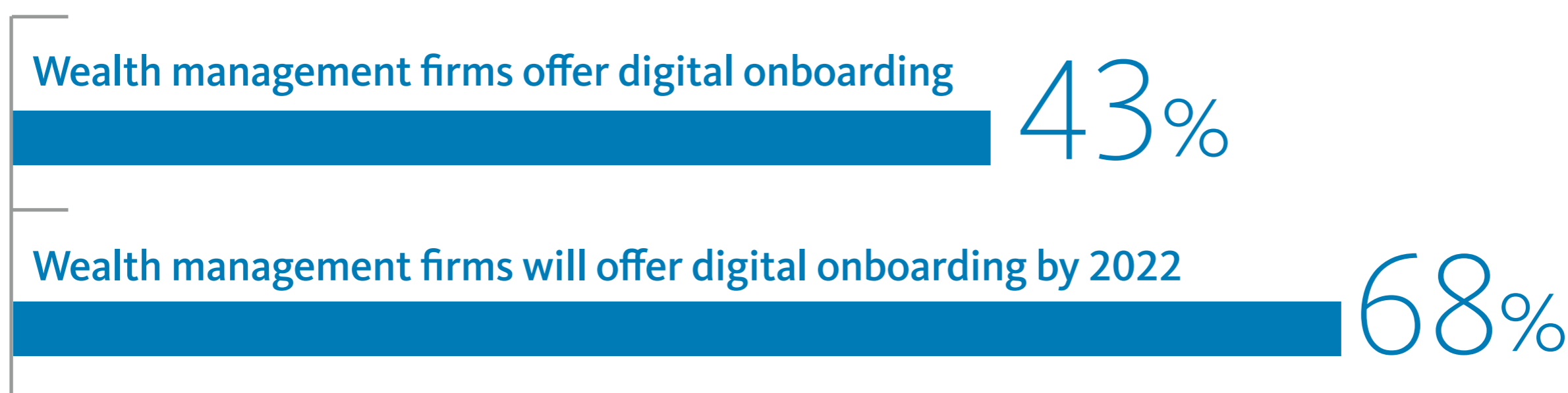
Increase cross-sell opportunity

REASON #4 You can use data smarter.

Digital onboarding improves data integration, enabling firms to glean data insights from all initial client interactions.



REASON #5 Your competitor is already doing it.



Don't get left behind.

Discover more ways digital technologies can take onboarding to the next level.

[Download our latest whitepaper](#) or talk to your Broadridge representative today.

Sources:
Doxim: *Three critical phases in digital onboarding: Creating a superior client experience.*
Roubini ThoughtLab, *Wealth and Asset Management 2022.*

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