

Digital Disruption

How does disruption impact your financial picture?

We live in a knowledge economy where information is readily available in almost infinite abundance.

This shift ensures information is easily delivered with just a few clicks on our desktop or via notifications on our phone. Information overload and the advent of digital technology has forced many industries to adapt or risk becoming obsolete. While the net effect is positive, you now have access to more information and choices than ever before, forcing you to sift through your options to determine the best outcome.

How does this disruption impact your financial health and management?

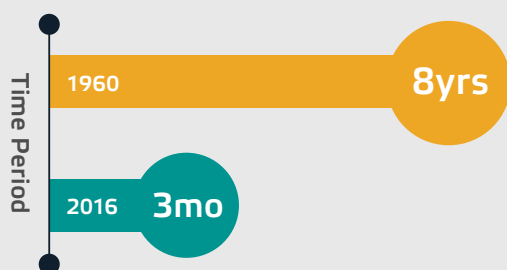
Speed

Gone are the days of waiting for your monthly brokerage statements to check holdings, asset allocation and performance. You're likely not waiting for Saturday's Wall Street Journal or Barron's to research stocks or find stock quotes either. Smartphones, tablets and smartwatches have made it easy to obtain this information in real time and act on it. But all of this real-time information can also cause reactions, sometimes with painful results.

According to Morningstar, the average stock holding period back in 1960 was eight years and today it is closer to 3 months. Furthermore, despite the abundance of information, the average investor underperforms – with annualized returns of just 2.1% since 1996.

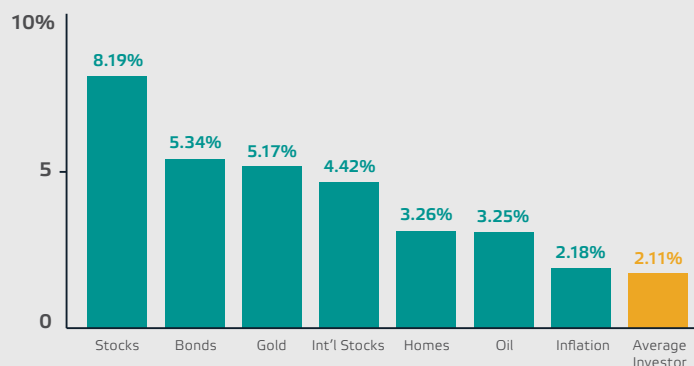
As long-term planners, we believe it is important for clients to ignore day-to-day headlines which cause knee jerk reactions. We encourage clients to widen the lens and focus on your long-term goals.

Average Stock Holding Period



Source: Morningstar

Average Investor Underperforms



Source: BlackRock

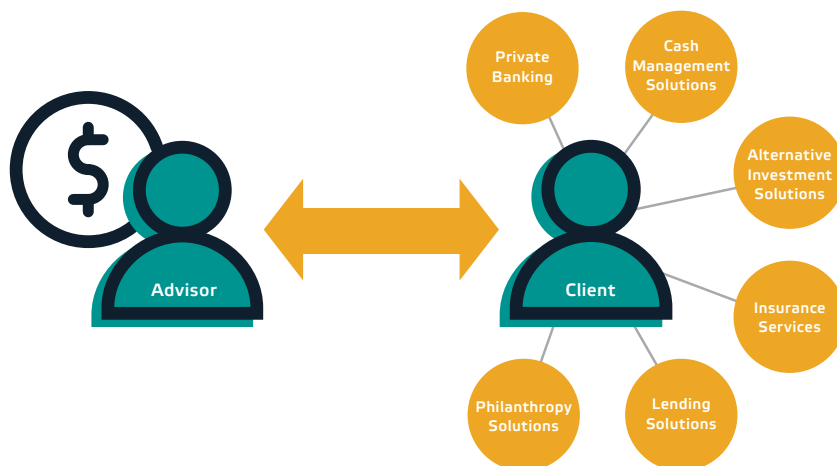
Capability

Smartphones now allow you the flexibility to transfer money in seconds, source loans directly from peers and invest in just about anything imaginable while even leveraging (sometimes unknowingly) the position 3x1. We expect this wave of innovation to continue. At Detalus, we continue to monitor new services in hopes of integrating some of these new platforms into the services we offer. Recent tools and technologies we have adapted include: [asset allocation and performance reporting](#), [stress test analysis](#), and [financial and wealth planning software](#).



Quality of Service

Technology has allowed financial service providers to become more efficient and capable of delivering more customized offerings and sophisticated products. At Detalus, through our unique relationships with BNY Mellon and its subsidiary Pershing, along with our commitment to continued technology integration, we now offer a full suite of services. Services include: Private Banking, Cash Management Solutions, Alternative Investment Solutions, Insurance Services, Lending Solutions, and Philanthropy Solutions.



Conclusion

Digital disruption represents a significant change in the financial services industry. We believe it enables us to serve you in a multifaceted way. We will continue to embrace new technologies, which help improve our investment process, client communication and reporting capabilities.

Sources:

BlackRock, Inc. Investment Insight. Apr. 2016. Investing and Emotions - How the Average Investor Stacks Up. New York. Morningstar. "Don't Be a Short-term Investor." Don't Be a Short-term Investor. Morningstar, 10 Sept. 2014. Web. 08 Dec. 2016.