



ADVISOR PROFILE | PEAK WEALTH MANAGEMENT

Rich Visuals, Deep Analytics

Peak Wealth Management

Overview

- ▶ Independent RIA
- ▶ Founded in 2015
- ▶ Headquarters in Bedford, NH
- ▶ 2 Advisors with \$110 million AUM

Technology Stack

- ▶ Portfolio Analysis – Kwanti
- ▶ Financial Planning – MoneyGuidePr
- ▶ Trading & Reporting – Orion Advisor Tech
- ▶ CRM – Redtail
- ▶ Custodians – Schwab Advisor Services

Peak Wealth Management is an independent Registered Investment Advisory (RIA) firm located in Bedford, NH. Founded by John Garrity and Derek DeAngelis, former advisors at a large financial institution, Peak is “fiercely loyal to clients and their needs.”

According to Garrity, he and his partner looked at the many options for establishing a wealth management firm after looking for more freedom and flexibility in working with clients and chose the independent RIA model because of its conflict-free nature and fiduciary standard of care to always put client interests first.

Being independent also allows Peak to be able to tailor their service model and customize their advisory services to differentiate Peak from the competition.

“We are deliberately keeping the client-to-advisor ratio low so that we can provide a comprehensive approach as well as pricing ourselves lower than the average fees out there,” says Garrity. “It is our way of giving back to the client and making a name for ourselves.”

That approach is working for Peak as they have grown to \$100mm in AUM in just their first three years of business. “We provide a full wealth offering of financial planning, retirement income, estate, tax planning and more,” he says.

What separates Peak, however, is their investment management excellence.

“From our previous roles at the large financial institution, we had very powerful investment analytic and presentation technology that we wanted to replicate when we established Peak,” Garrity notes.

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“We were fortunate to receive a referral from former colleagues to Kwanti. It is easily one of the best platforms I have seen, and like us, it is priced less than typical industry pricing, making it an incredible value.”

What stands out to Garrity about Kwanti is its visual displays, rich interface and pleasing aesthetics. “The visual experience of Kwanti is so superior to any other platform out there. We use it every day and when we show it to clients and prospects in our conference room, they are immediately impressed with our capabilities and respond well to our recommendations.”

Additionally, Garrity is happy to report that the service levels he receives from Kwanti are excellent. “With other vendors, you may never get a call back or any feedback on your suggestions. Kwanti, however, has been terrific at responding. You can immediately tell that the company is managed by people who know exactly what it is like to sit in the advisor’s seat.”

Going forward, Garrity looks to take full advantage of the integration between Orion, his trading and reporting system, and Kwanti.

“We are able to dissect models, view households and more without any manual entering of tickers—it is all right there with just a few clicks.”

As Garrity and his partner look to future growth, they are considering potential mergers and acquisitions, with Kwanti a key selling point to prospective advisors looking to join their firm.

“Advisors come alive when they see what we have and can do with Kwanti. They often note that Kwanti is ‘light-years’ ahead of what they have in their current firm and it becomes a great messaging point for us.”

Technology is ever-changing and Peak’s philosophy is to not be complacent and to stay on the cutting edge.

“In the RIA world we are the ones making the decisions; what to plug in, what to put in place, to get the best information we need vs. a captive advisor or an independent using a captive stack,” Garrity says. “Their ability to adapt and change is much more limited and puts them at a disadvantage, which is why Kwanti has been so relevant to Peak.”

“Kwanti provides us the information and data in a format and depth that we need and expect, plus its ability to showcase all of the analytics in a very compelling, and aesthetically pleasing interface make it our key system we use to manage and delight clients and prospects.”



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