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FALL 2025

The AI Advantage

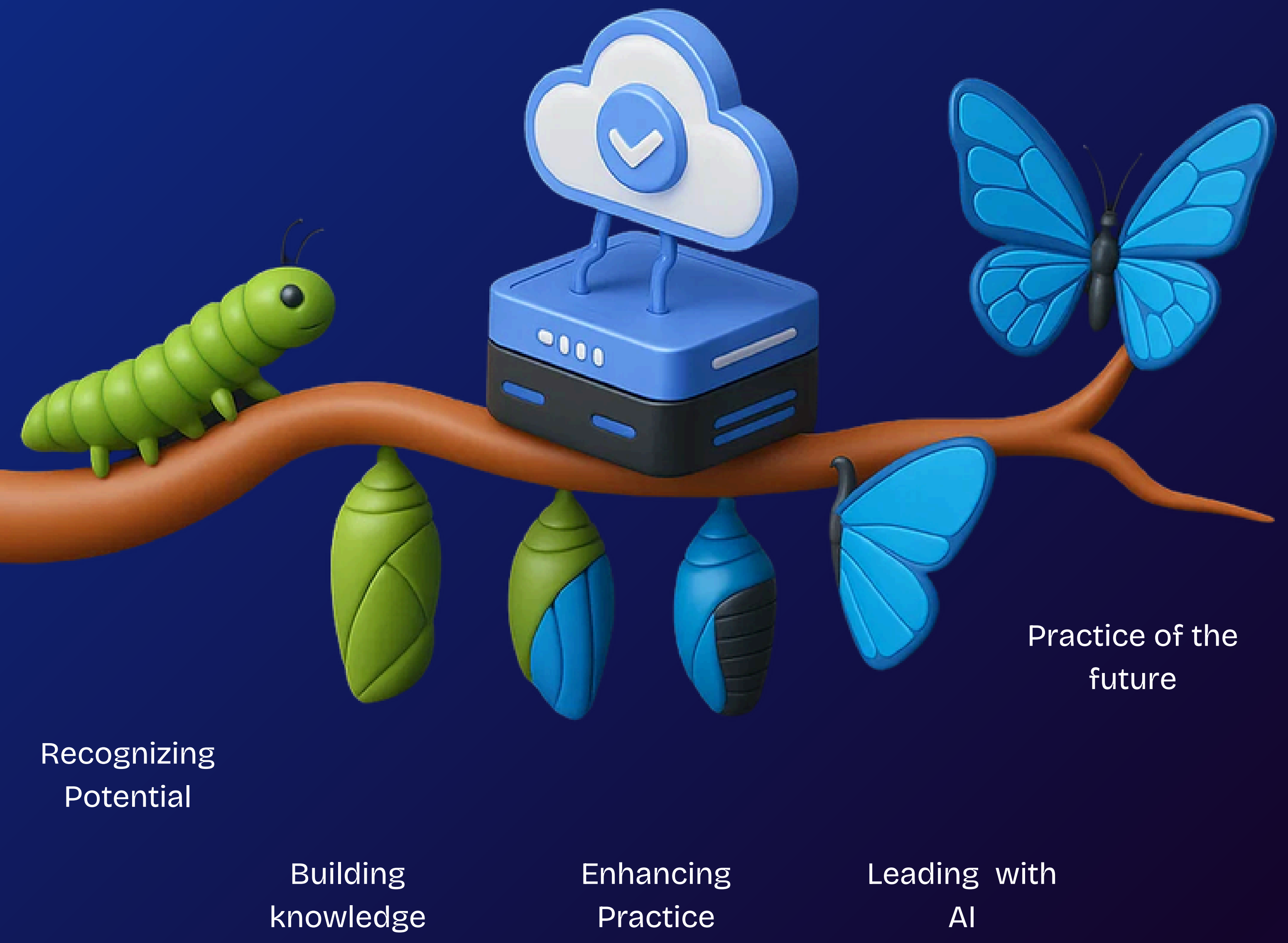
YOUR FUTURE IN WEALTH MANAGEMENT

Building Tomorrow's Practice: Strategy, Ethics & Action.

Presented By Liz Dykes
AI Concierge & Knowledge Architect

Advisor Role vs AI Advisor Role

Advisor Role	AI Advisor Role
Clarify Financial Goals	Clarify Operational Goals
Assess Risk Tolerance & Suitability	Assess AI Readiness & Workflow Fit
Construct Portfolios	Construct AI Workflow
Stay Compliant	Ensure AI Use is Compliance-Aligned
Guide Through Uncertainty	Guide Through Disruption
Educate Clients	Educate Advisor on Practical AI
Provide Ongoing Monitoring	Adapt AI Strategy as Needs Evolve
Protect Client Trust	Protect Advisor Reputation



The Advisor's AI Journey: From Awareness to Mastery

Building Tomorrow's Practice Today

Imagine a practice where:

1. ***Every client conversation is guided by deeper insight***
2. ***Your expertise reaches further—with more impact***
3. ***You spend more time building relationships, while AI handles the rest***

The Great Leap Forward: Your Advisory Practice Evolution

1980s — “Revolutionary” fax machines became office relics

1990s — “Game-changing “ trading software became basic utilities

2000s — “Cutting-edge”CRMs became regulatory requirements

2010s — “Innovative”digital signatures became industry standard

2025 — Generative AI becomes an everyday tool

Some advisors still run their practice like it’s 2010—while their clients live in 2025.
The only question: will you adapt fast enough to stay relevant?

Technology follows patterns. But occasionally, it creates moments that redefine everything.

We're living through such a moment, With the dawn of **generative AI**. Not just another technology shift, but a fundamental transformation in human capability.

But unlike past revolutions, this one doesn't just change the tools we use; it changes how we **think**, **decide**, and even **dream**.

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The Real Truth of The Matter

Let's Be Real

- Your dealer has requirements
- Your regulators have rules
- Your time is limited
- Your clients need you

We work within these realities, not around them.

Tomorrow Morning Could Be Different

- More confident in your prep
- Better answers ready
- Clearer explanations prepared
- Deeper insights available

Not because you rebuilt everything.
Because you upgraded what already works.

Your Practice, Your Reality, Real Moments and Real Support

The Monday Morning Question

"It's 8:45 AM. You have back-to-back client meetings. Your inbox is full. Markets are volatile. And your high-net-worth client just texted about a news headline they saw."

That Client Who Always Asks the Hard Questions

- They just read about AI disrupting finance
- They're worried about their kids' inheritance
- They want to know about that new tax strategy
- They're comparing your performance to what they read online

What if these conversations took minutes—not your whole morning?

Your Practice, Your Reality

Those Compliance Requirements That Never Stop

- New regulations keep coming
- Documentation needs to be perfect
- Every recommendation needs backing
- Every interaction needs recording

What if you could stay ahead of requirements instead of catching up?

The Time You Never Have Enough Of

- Research piling up
- Emails waiting
- Plans needing updates
- Opportunities passing by

What if you could multiply your capacity without multiplying your hours?

The Hidden Tax on Advisors: You didn’t become an advisor to be an admin, analyst, or marketing or tech specialist. Yet today, the role demands all three.

Beyond Surface: The Real Power of AI in Your Practice

Think about that moment the market drops 600 points...It's not just about sending updates.

IT'S ABOUT UNDERSTANDING

Sarah, who just sold her business and is watching her newfound wealth fluctuate

- Her specific holdings and their story
- Her emotional journey with money
- Her questions about what this means for her plans
- The exact words that will resonate with her situation

Meanwhile, Michael's tech startup just went public

- His perspective on market volatility
- His growth vs. preservation mindset
- His need for strategic repositioning
- The opportunities this creates for his situation

And Jessica's approaching retirement

- Her pension integration considerations
- Her specific income needs
- Her risk tolerance evolution
- The reassurance she needs about her plan.

Each person. Each story. Each moment matters

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The Power of Prompting

Clarity In, Quality Out

GOAL

What outcome do you want?

HOW

What should AI do (summarize, analyze, simplify)

CONSTRAINTS

What should it avoid or stay within?

CONTEXT

What details matter most?

WATCH FOR

- AI repeating your assumptions unless challenged
- Biases in phrasing that limit perspective
- Data sensitivity—don't feed in anything confidential

BOTTOM LINE

Prompts aren't just questions.
They're tools.
Sharpen them, and AI becomes an extension of your thinking.

Meeting Preparation Guide

THE 15-MINUTE MEETING PREP FORMULA

CURRENT CHALLENGE

Client meeting preparation often takes 45-60 minutes yet still misses key opportunities and insights.

AI SOLUTION

Create comprehensive, personalized meeting prep materials in 15 minutes, including:

- Portfolio analysis talking points
- Anticipation of client questions
- Opportunity identification
- Risk management discussion points
- Next step recommendations

COMPREHENSIVE MEETING PREP (GENERAL)

I'm preparing for a client review meeting and need a comprehensive preparation guide. Please create this using the following anonymized information:

CLIENT PROFILE:

- Age range: [40s/50s/60s/etc.]
- Life stage: [pre-retirement/early retirement/established retirement/etc.]
- Investment goals: [growth/income/preservation/etc.]
- Risk tolerance: [conservative/moderate/aggressive/etc.]
- Key concerns: [market volatility/inflation/longevity/taxes/etc.]

PORTFOLIO SUMMARY:

- Current allocation: [approximate allocation percentages]
- Recent performance: [general performance description]
- Notable positions: [types of investments, no specific securities]

RECENT MEETING HISTORY:

- Last meeting topics: [topics discussed]
- Action items from last meeting: [general actions taken]
- Unresolved questions: [any outstanding items]

CURRENT MARKET CONTEXT:

- Recent market events: [relevant market developments]
- Economic indicators: [inflation/interest rates/employment/etc.]

Please provide:

1. A summary of key points to discuss about their portfolio
2. 3-5 questions the client may ask about current markets/economic conditions with suggested responses
3. 2-3 potential opportunities to discuss given their situation
4. Any risk factors to proactively address
5. Recommended next steps based on their situation.

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The AI Advantage: Beyond Just Tools

Meeting Intelligence

- Then: Scribbled notes and memory
- Now: AI powered conversation analytics & insight generation
- Next: Predictive client behavior modeling

Risk Management

- Then: Manual compliance checks
- Now: Real-time regulatory screening
- Next: Predictive compliance optimization

Client Service

- Then: Reactive response systems
- Now: Proactive engagement platforms
- Next: Personalized strategy automation

Replacement

Where AI Delivers Immediate ROI

- Meeting follow-ups → AI can draft summaries, action, items.
- Basic documentation → AI can template and draft.
- Initial recommendations → AI can help structure and research.
- Compliance documentation → AI can assist with
- standardization.
- Routine client communications → AI can draft and personalize.

Production

Where AI Sharpens Your Edge

- Discovery meetings → AI can help prepare deeper questions
- Strategic client meetings → AI can enhance preparation
- Marketing → AI can help create personalized content
- Business planning → AI can assist with analysis
- Team development → AI can create training materials

Delegation

Where AI Delivers Immediate ROI

- Client meeting prep → AI can gather and organize info
- Data entry/management → AI can streamline and verify
- Basic research → AI can compile and summarize
- Routine correspondence → AI can draft and customize
- Task management → AI can help prioritize and track

Investment

Where AI Supports Sound Judgment

- Relationship building → AI frees up time for this
- Strategic thinking → AI provides deeper insights
- Professional development → AI helps accelerate learning
- Practice innovation → AI suggests improvements
- Personal wellbeing → AI handles routine tasks

Makes You Money

Lights You Up

Corporate & Client AI Training

Confident Teams. Empowered Clients

A tool is only powerful if people know how to use it. We offer:

- Role-specific playbooks for advisors, admin staff, and compliance leads
- “What’s safe to ask AI?” training for front-line use
- Client-facing sessions on navigating generative AI in wealth planning
- Guided prompt-building workshops based on real daily tasks

Without this?

You risk uneven adoption and wasted tools.

With us?

You create alignment, literacy, and confidence across your firm.

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Operational Efficiency

Free Time Without Dropping the Ball

A tool is only powerful if people know how to use it. We offer:

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Own your limitations

Being human in the AI era means owning our limitations - and elevating our possibilities. It means asking not just what we can do, but what we should do. It means taking agency in shaping the future - not passively watching it unfold.

Know Your Needs

Identify areas where AI can enhance efficiency, insight, or experience.

Start Small, Think Big

Pilot AI tools in specific areas, with scalability in mind.

Educate and Empower

Train your team and clients to navigate the AI landscape confidently.

Collaborate Effectively

Work with trusted vendors and advisors for ethical, effective AI use.

Achieve what you know you're capable of with AI

Set the industry standard for wealth management.

It all starts with your first step.

The future is yours to shape.

About SweetBot

Our mission is to use AI to amplify human potential, turning complexity into clarity and fear into confidence.

Founded by:

Liz Dykes, leveraging over 20 years of experience across financial services and market research.

Our Credentials:

Chartered Investment Manager

Certified Life & Success Coach

Our Expertise:

AI literacy

Business Transformation

Human Behaviour

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