More than 1,000 firms, representing nearly a half trillion dollars in assets, took part in the 2013 study. Results show strong growth for RIAs, with the median firm ending 2012 with $572 million in assets under management (AUM) and $3.4 million in revenues—increases of 13.3% and 7.1%, respectively. But some firms are growing much faster than others, realizing a 25% increase in AUM. These fastest-growing firms saw five times the net organic growth—the change in assets from existing clients, new clients, and assets lost to client attrition—that the rest of the firms. This driver is the one over which advisors have the most control.

Many firms are on track to DOUBLE IN SIZE within 5 years

Percentage of firms projected to double in size by the end of 2014 based on a historical 3-year (2010–2012) AUM compound annual growth rate (CAGR) of 15% or greater for all firms $100 million or more in AUM.