

Powering The Next Era Of Financial Advice

An Interview with Andrew Stavaridis, Chief Relationship Officer, Envestnet

EDITORS' NOTE As Chief Relationship Officer and Group Head of Wealth Solutions and Asset Management Distribution Group, Andrew Stavaridis is responsible for all client relationship management, advisor sales, and practice management. Additionally, he is responsible for distribution of Envestnet's financial wellness solutions which include asset management, insurance, lending, estate planning services, and retirement. With more than 26



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years of financial industry experience focusing on the insurance, bank, RIA, and independent broker-dealer space, Stavaridis has worked to help advisors and institutions grow and develop successful advisory platforms and practices. Previously, he was Head of Enterprise Sales Channel, responsible for all client relationship management and consulting, institutional business development, and advisor sales at Envestnet. Before joining Envestnet, he was Head of Relationship Management and Client Business Development at FundQuest, which Envestnet acquired in 2011. Stavaridis joined FundQuest in 1998, where he held responsibilities in advisor sales, institutional business development, and relationship management. Additionally, Stavaridis is a board member of the Invest in Others Charitable Foundation, an organization that recognizes individual advisors and firms that are making a difference by donating their time and money to causes they care about. He received his BA degree from Lake Forest College.

COMPANY BRIEF Envestnet (envestnet.com) is helping to lead the growth of wealth managers and transforming the way financial advice is delivered through its ecosystem of connected technology, advanced insights, and comprehensive solutions backed by industry-leading service and support. Serving the wealth management industry for 25 years with approximately \$6.5 trillion in platform assets, Envestnet technology and services are trusted by more than one-third of all financial advisors. Envestnet refers to the family of operating subsidiaries of the holding company, Envestnet, Inc.

How do you define Envestnet's mission and purpose?

At Envestnet, our mission is to empower financial advisors with the tools, data, and insights they need to deliver more personalized, data-driven advice. Our platform integrates technology, investment solutions, and intelligence into one connected ecosystem – making it easier for advisors to scale, boost productivity, serve more complex client needs, and drive better outcomes. Today, more than one-third of all U.S. financial advisors rely on Envestnet, supporting over 20 million client accounts and more than \$6.5 trillion in platform assets. We're helping to shape the future of financial advice by giving advisors the infrastructure to grow their businesses, stay ahead of evolving client expectations, and deliver deeper value.

Will you provide an overview of Envestnet's services and capabilities?

Envestnet offers a connected ecosystem that integrates investment management, financial planning, data aggregation, analytics, and client engagement – bringing these capabilities together into a seamless experience. Our platform helps advisors serve a broad range of clients, from emerging investors to high-net-worth families, across every stage of life.

One of our most transformative capabilities is our Unified Managed Account (UMA) technology, which allows advisors to build personalized portfolios at scale. Advisors can incorporate a wide range of investment vehicles – Separately Managed Accounts (SMAs), mutual funds, exchange-traded funds (ETFs), and more – into a single, customized strategy. We are focused on expanding this to include access to private market opportunities, annuities, and insurance solutions, all wrapped into a single UMA chassis.

We're also continuing to invest in comprehensive financial planning tools as Envestnet|MoneyGuide continues to lead the way in industry adoption and innovation of financial planning. In fact, over the past two years alone, advisors used MoneyGuide's tools to create more than 7 million financial plans on the platform. Surprisingly, many advisors still don't take a deep dive with clients around their goals – whether it's wealth transfer, tax strategy, or asset protection. Envestnet's planning solutions help advisors partner more deeply with clients to understand where they're headed and how to get there.

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Whether it’s helping sophisticated registered investment advisors (RIAs) expand into the high-net-worth segment or delivering platform innovations that support personalization at scale, Envestnet is equipping advisors with the technology and solutions they need to meet evolving client expectations – while improving efficiency, scale, and client outcomes.

What have been the keys to Envestnet’s strength and growth, and how do you describe the Envestnet difference?

Envestnet’s strength and growth are driven by our continuous focus on innovation. We support advisors with tech solutions designed to meet the evolving needs of both financial advisors and their clients. What sets us apart is that we’re not just providing technology – we’re delivering solutions that enable advisors to scale their practices in a meaningful way. For example, our new artificial intelligence (AI) innovations, including Generative Business Intelligence and Insights AI, are transforming how advisors access, interpret, and act on data. These tools are designed to enable advisors to make smarter, faster decisions by allowing them to access real-time, actionable insights through simple, natural language queries (NLQ) they initiate.

As a leader in the wealth management space, we partner with top asset managers to ensure our platform offers a broad range of solutions. This combination of cutting-edge technology, strategic partnerships, and an advisor-focused approach has helped us differentiate ourselves and continue to grow in a competitive market.

How is Envestnet serving high-net-worth clients through technology enhancements and innovations, and helping financial advisors advance their practice management?

At Envestnet, we’re helping advisors stay ahead of high-net-worth client expectations by delivering integrated technology that scales personalization and provides access to a full spectrum of investment solutions. At the core of this is our UMA technology, which enables advisors to construct customized portfolios via access to SMAs, mutual funds, ETFs – and soon, alternative investments, private market opportunities, and insurance products – within a single, seamless framework. Our platform is integrated with a broad network of leading asset managers, giving advisors the flexibility to tailor strategies to the complex needs of affluent clients. When paired with tax overlay, planning,

and reporting tools, this creates a powerful foundation for delivering advice that reflects each client’s full financial picture.

But meeting the needs of high-net-worth individuals requires more than sophisticated tools – it demands deep understanding. Advisors must go beyond surface-level planning to uncover a client’s full financial landscape, including assets that may not be immediately visible. These clients often have complex, long-term goals tied to family wealth, philanthropy, or nontraditional assets like art and private investments. Advisors who can build a clear picture of these objectives – and align solutions accordingly – position themselves to capture greater wallet share and deepen client relationships over the long term.

Beyond technology, we’ve invested in dedicated teams that provide comprehensive, end-to-end support for advisor practices. From model portfolio construction and research access to white-glove service, we enable advisors to stay focused on what matters most: delivering value to clients and growing their business.

How critical has it been to build the Envestnet team?

Since our founding more than two decades ago, building and strengthening the Envestnet team has been a key to our growth, innovation, and long-term impact in the wealth management industry. Our success is rooted not just in the technology we build, but in the people who bring that technology to life – those who anticipate where the industry is going and help advisors stay ahead of it. With Chris Todd taking over as CEO this year, we’re entering an important new chapter. Chris brings a track record of leading high-performing teams and scaling innovation in some of the most complex and demanding technology environments. His leadership at UKG, where he fostered a culture of client focus and accountability, positions him perfectly to guide Envestnet through its next phase of growth. He understands how to align strategy, talent, and culture to deliver real value – and that’s what our clients expect of us.

Envestnet has long been a destination for talent that wants to make a difference in the future of financial advice. Our leadership team, now reinforced by Chris, is focused on accelerating innovation, enhancing the client experience, and continuing to empower financial advisors through scalable, technology-driven solutions.

You serve as a board member of the Invest in Others Charitable Foundation. Will you highlight the work of the Foundation?

The Invest in Others Charitable Foundation (“IiO”) is dedicated to amplifying, celebrating, and inspiring the charitable efforts of professionals across the financial services industry. Its mission is to help bridge critical funding gaps for nonprofits, particularly those serving underserved communities and vulnerable populations. Through its grants and awards, Invest in Others amplifies the charitable efforts of financial advisors and firms, recognizing those who support underserved causes and vulnerable communities. In 2024, IiO had a transformative year and achieved extraordinary records including donating \$1.4 million to charitable organizations, raising \$720,000 through its Executive Tribute Campaign in tandem with the Michael J. Fox Foundation for Parkinson’s Research, and hosting over 700 attendees at its 18th annual Invest in Others Awards Gala in Boston. We are expecting to exceed these charitable goals in 2025 and look forward to IiO’s 20th anniversary milestone in 2026. This work deeply resonates with me, as it aligns with my own commitment to giving back and supporting initiatives that create real, measurable change in people’s lives.

What advice do you offer to young people beginning their careers?

My advice is to stay curious, be persistent, and surround yourself with people who challenge and inspire you. The most successful individuals are those who are always learning and unafraid to take risks. Early in your career, you may not have a clear path, and that’s okay. What matters is focusing on building skills, embracing new opportunities, and keeping an open mind.

Equally important is cultivating strong relationships with mentors and peers who can offer guidance and different perspectives. In my experience, the most successful careers are built on trust, collaboration, and a willingness to adapt and evolve. For example, if you’re interested in getting into wealth management, McKinsey reports that 88 percent of clients now expect tailored wealth strategies. This statistic highlights the growing demand for personalization in financial services, reminding us that success comes from anticipating change and continuously adapting to meet evolving client expectations. ●