

# HOW ADVISORS GAIN EFFICIENCIES

THE RACE TO SCALABILITY: 2020

59%

Gain efficiencies by means other than external investment managers

41%

Gain efficiencies by using external investment managers

30%

say investment research is key to their value proposition

60%

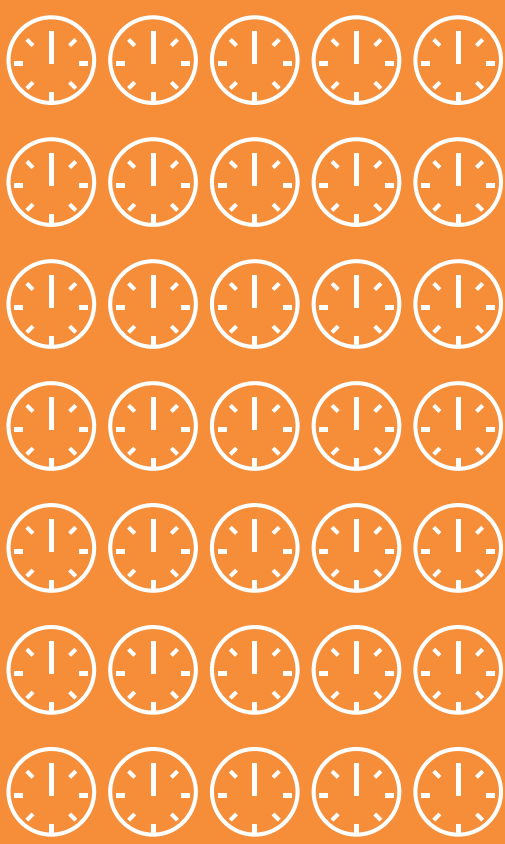
say the chief benefit of external management is having more time with clients

85%

plan to reassess and possibly consider using external investment managers because of Covid-19



59% report growth in their client base, 27% report better retention rates and 28% report improved profitability and more revenue



Advisors spend 35+ hours weekly on investment activities and client meeting preparation.



62% consider external management as a means to free up time for business development

71%

have outsourced for 5 or more years



34% say they need more affordable options, making cost the greatest hurdle to adoption



95% of advisors using external investment management are satisfied with their decision



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## IMPORTANT INFORMATION

Before investing carefully consider the FlexShares investment objectives, risks, charges and expenses. This and other information is in the prospectus, a copy of which may be obtained by visiting [www.flexshares.com](http://www.flexshares.com). Read the prospectus carefully before you invest.

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Please remember that all investments carry some level of risk, including the potential loss of principal invested. They do not typically grow at an even rate of return and may experience negative growth. As with any type of portfolio structuring, attempting to reduce risk and increase return could, at certain times, unintentionally reduce returns.