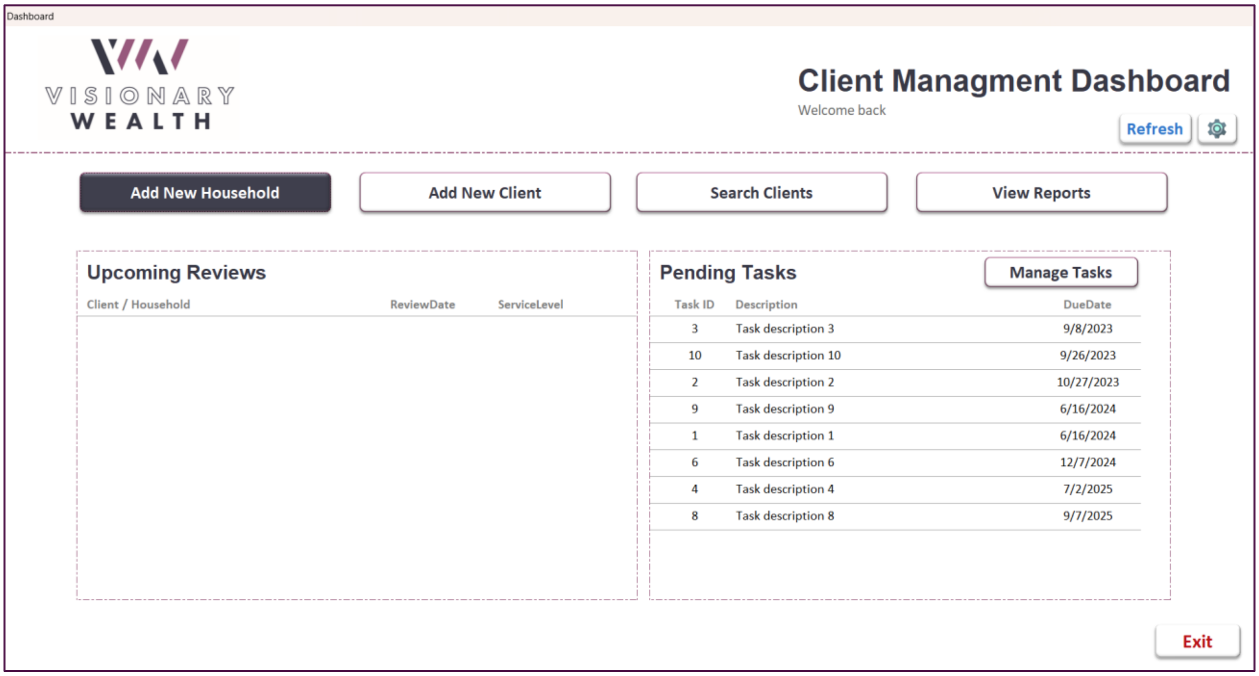
Wealth Management & Financial Advisory CRM

Admyon Systems

Building Smarter Business Solutions



Project Overview

The Visionary Wealth Management CRM is a specialized practice management platform built for financial advisors and wealth planners. It moves beyond standard individual contact management by organizing clients into complex "Households." The system seamlessly tracks advisory tasks, monitors the usage of specific financial strategies, and ensures strict adherence to industry regulations through automated compliance tracking.

Business Problem

Financial advisors manage family wealth, not just individual accounts. Traditional CRMs fail to group spouses and dependents into a single financial "Household," making holistic estate and retirement planning difficult. More critically, advisors operate in highly regulated environments where missing an FDS (Fee Disclosure Statement), Opt-In renewal, or Annual Review date can lead to severe legal penalties, lost revenue, and revoked operating licenses.

Our Solution

Admyon Systems engineered a compliance-first advisory CRM that structures client data around the "Household" model. The platform empowers advisors to track specific financial strategies deployed for each client (e.g., Estate Planning, Pensions, Aged Care). By integrating a centralized compliance dashboard that tracks critical FDS and Engagement Letter dates, the system guarantees that the advisory firm remains 100% audit-ready while delivering proactive client service.

Key Features

- Household-Centric Client Architecture (Primary, Spouse, Dependent roles)
- Automated Regulatory Compliance Tracking (FDS & Opt-In Due Dates)
- Financial Strategy Usage Analytics
- Advisor Task & Upcoming Review Management
- Dynamic Classification of Assets & Liabilities (Superannuation, Managed Funds, Shares)
- Comprehensive Practice Reporting Center

Technologies Used

Technology	**Used**
Microsoft Access	✅
VBA (Visual Basic for Applications)	✅

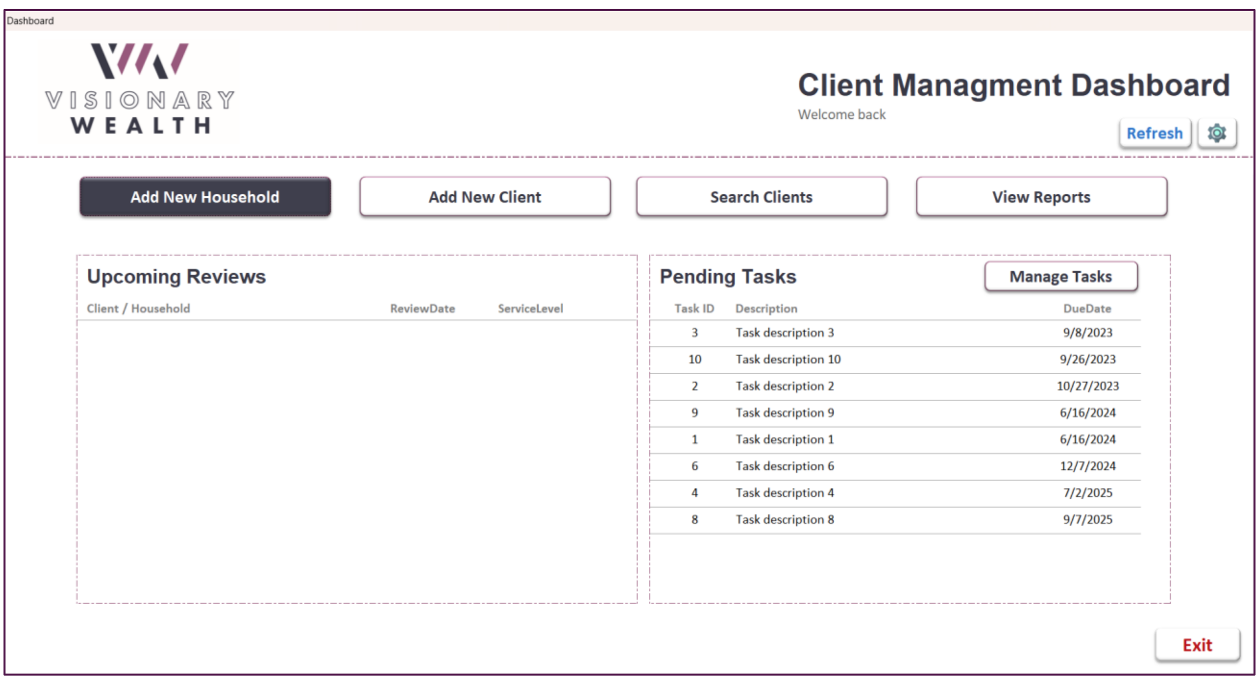
Technology	Used
SQL	✅

System Modules

- Client Management Dashboard
- Household & Client Profiles
- Task & Review Management
- Compliance & Strategy Reporting
- Asset & Liability Categorization
- System Configuration (Dropdown Lists)

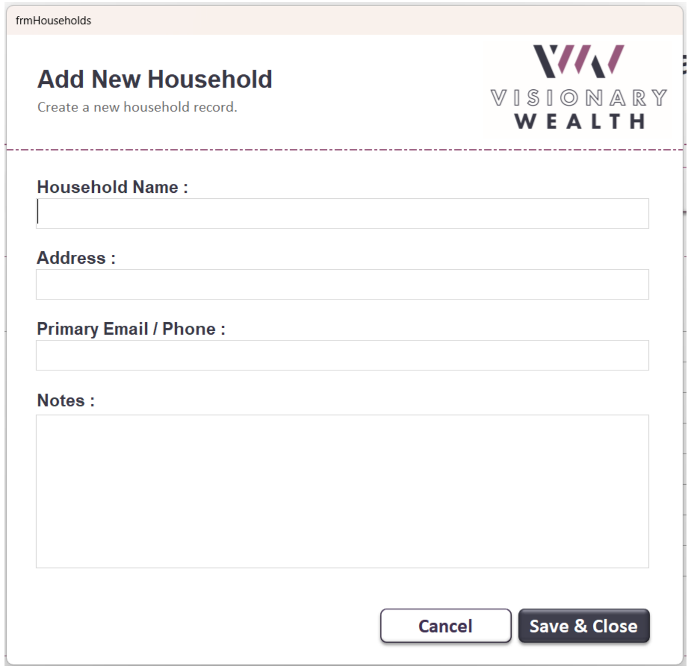
Screenshots

Client Management Dashboard



A professional daily command center for financial advisors, instantly highlighting upcoming client reviews and prioritizing pending advisory tasks to ensure proactive wealth management.

New Client & Household Linking


frmHouseholds

Add New Household

Create a new household record.

VISIONARY WEALTH

Household Name :

Address :

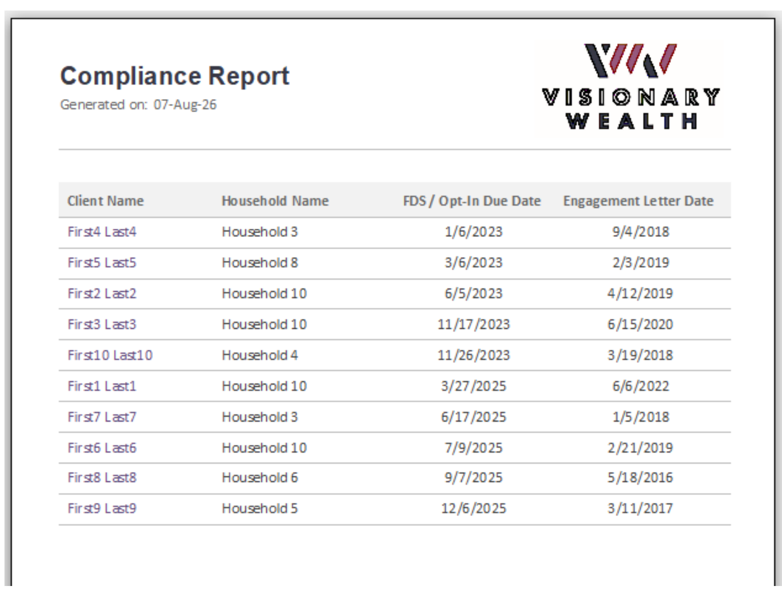
Primary Email / Phone :

Notes :

Cancel | Save & Close

A sophisticated CRM entry form that logically links individual clients to a master Household, capturing specific family roles, employment statuses, and communication preferences.

Compliance Tracking Report


Compliance Report

Generated on: 07-Aug-26

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Client Name	Household Name	FDS / Opt-In Due Date	Engagement Letter Date
First4 Last4	Household 3	1/6/2023	9/4/2018
First5 Last5	Household 8	3/6/2023	2/3/2019
First2 Last2	Household 10	6/5/2023	4/12/2019
First3 Last3	Household 10	11/17/2023	6/15/2020
First10 Last10	Household 4	11/26/2023	3/19/2018
First1 Last1	Household 10	3/27/2025	6/6/2022
First7 Last7	Household 3	6/17/2025	1/5/2018
First6 Last6	Household 10	7/9/2025	2/21/2019
First8 Last8	Household 6	9/7/2025	5/18/2016
First9 Last9	Household 5	12/6/2025	3/11/2017

A mission-critical, audit-ready report tracking vital regulatory deadlines including FDS/Opt-In due dates and Engagement Letter issuances ensuring the practice never breaches compliance laws.

Strategy Usage Analytics

Strategy Usage Report

Generated on: 07-Aug-26

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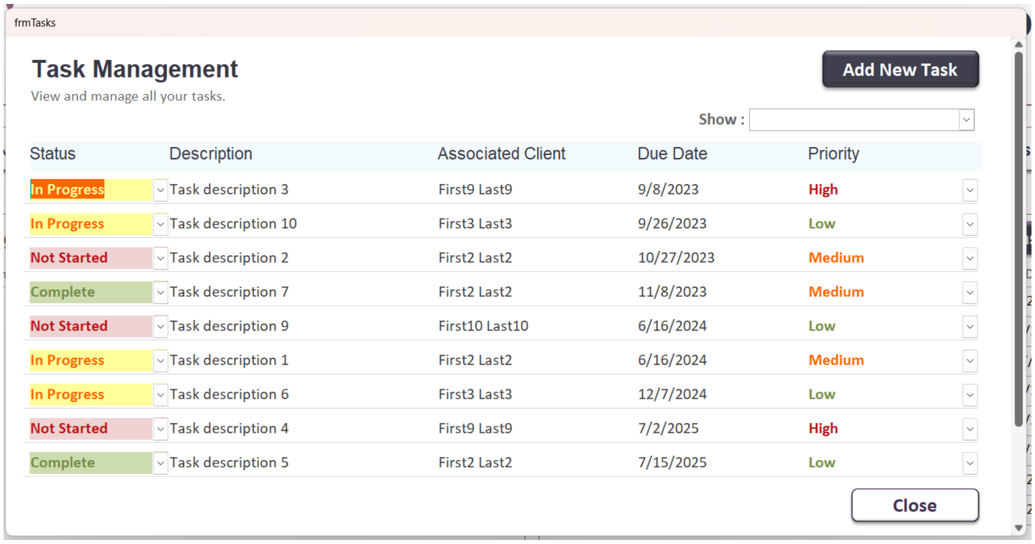
Strategy Name	Strategy Category	Time Used
Strategy 3	Estate Planning	4
Strategy 4	Centrelink	3
Strategy 2	Centrelink	2
Strategy 10	Pensions	2
Strategy 9	Pensions	1
Strategy 8	Aged Care	1
Strategy 6	Insurance	1
Strategy 5	Tax	1
Strategy 1	Estate Planning	1
Strategy 7	Aged Care	0

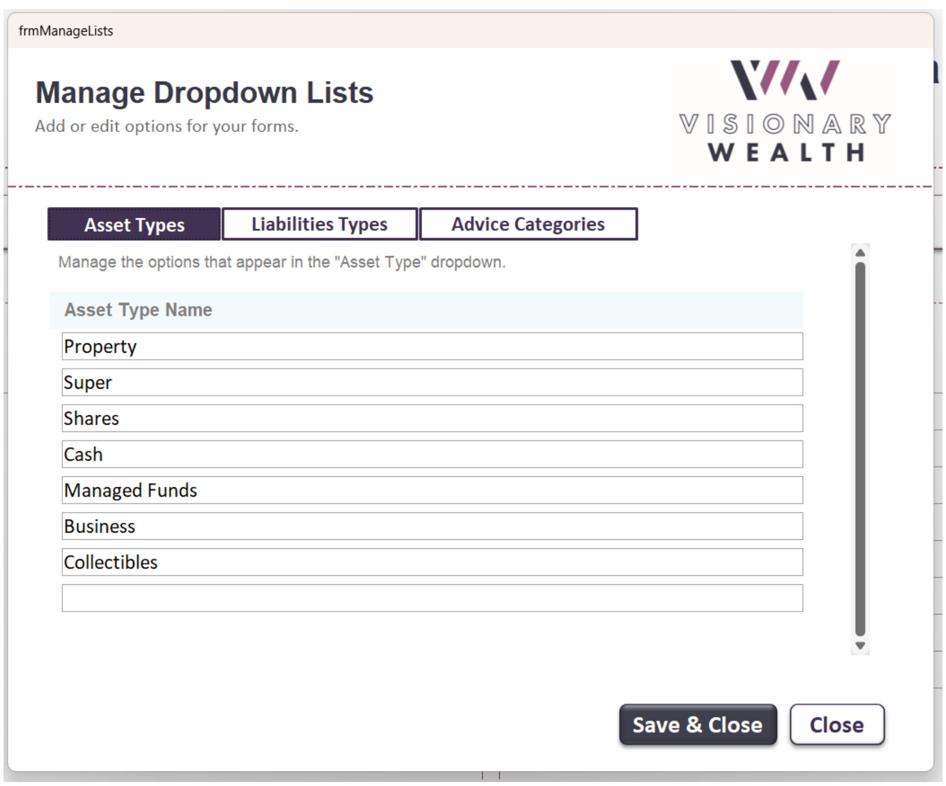
An intelligent practice management report analyzing which financial strategies (e.g., Centrelink, Pensions, Estate Planning) are most actively deployed across the client base.

Task Management Interface



A structured workflow module allowing advisors and support staff to track the progress, priority, and deadlines of client-specific administrative and financial tasks.

Custom Asset & Liability Dropdowns



A flexible administrative backend allowing the firm to dynamically update specific asset classes (e.g., Super, Shares, Property) and advice categories as financial markets evolve.

Business Benefits

✓ Guaranteed regulatory compliance by centralizing FDS and Opt-In renewal dates

✓ Provided a holistic view of family wealth by structuring CRM data around Households

✓ Improved practice efficiency by tracking advisor tasks and upcoming annual reviews

✓ Delivered actionable business insights through Strategy Usage and Net Wealth reports

✓ Secured sensitive financial and personal data in a highly structured, offline database

Project Highlights

- Financial Compliance Engine
- Household Data Architecture
- Strategy Analytics
- Region-Specific Financial Logic (FDS, Super)
- Clean, Professional UI

Future Enhancements

Future versions of this system may include:

- API integration with investment platforms (e.g., Xplan, Macquarie) to pull live portfolio balances
- Automated email/SMS triggers for clients approaching their FDS or Annual Review dates
- Digital signature integration (e.g., DocuSign) directly within the CRM for engagement letters
- A secure client portal for secure document exchange and fact-find updates

Project Summary

The Visionary Wealth Management CRM demonstrates Admyon Systems' profound capability to build software for highly regulated, data-sensitive industries. By solving the complex problem of household structuring and regulatory compliance tracking, this platform equips financial advisory firms with the exact tools needed to scale their practice safely and professionally.