TEDERS QUACKENBUSH
WEALTH MANAGEMENT
& PARTNERS

Complexity isn't always better…

Technology and AI are changing the way business is done, in just about every profession. What used to take hours, now may take just a few minutes, but are we asking the right questions? Is the information we're receiving accurate, and even more importantly, is it applicable to the task at hand? And, what may be missed in the pursuit of greater productivity and efficiency? Is the pursuit of speed and volume preferable to judgment that comes from years of experience, and above all listening? Sometimes doing less is doing more. The best plans may start from simple beginnings without all the output generated by technology and AI.

The renowned golf course architect, Pete Dye, sketched his thoughts for what would become the most iconic golf course in Indiana on the back of a cocktail napkin. That's right, the initial vision for his French Lick course didn't come from a complex rendering using sophisticated design systems, but rather from a hand drawn idea. Dye would go on to implement his design using all the tools and technology of his trade, but it all began with a vision, sharpened by his judgment, craftsmanship, experience, and listening.

I believe today's wealth managers could use more of Dye's artistry when conveying financial advice to clients - clear and concise guidance without overwhelming people in the details. The best advice and the most impactful discussions about managing risks, utilizing credit wisely, and preparing for life's transitions often stem from diagramming "what-ifs" with pen and paper. Just like Dye, we utilize an array of resources that enable us to deliver our advice at the highest levels; however, we also believe simplicity may be the ultimate sophistication.

Here's to clarity over unnecessary complexity.

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