

Capital Fabric™: The key to your firm's long-term success

By Gerry Riskin

What constitutes the underlying, unifying essence of your firm, the thing that defines your identity and sets you apart from your rivals? It's your Capital Fabric, and it's the single most important trait a firm can develop in these times of unprecedented upheaval.

Here's how to understand, apply, and reap the benefits of Capital Fabric.

Picture these two scenarios:

Partner A is a nice guy, has always been a solid performer, consistently achieves budget and serves clients well. He leaves the firm. Hardly a ripple is felt.

Partner B leaves soon afterwards. This time, there is an indefinable sense of loss and sadness. It feels like a piece of the firm has left.

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