

COMPLY

COMPLIANCE VS. APATHY:

Addressing challenges with a culture of compliance

Solving for the numerous – and substantial – challenges of the compliance ecosystem requires the ultimate trifecta:



PEOPLE



CULTURE







TECHNOLOGY

Understanding the **difference between active compliance and apathetic compliance** is the first step to improving your firm's overall standing, creating a unique culture that strategically benefits the firm for the next ten, twenty, even hundred years.

COMPLIANCE

APATHY

Supported by firm leaders 	Apathetic or hostile leadership 
Policies and procedures customized to fit your needs 	Boilerplate policies and procedures 
Staff cooperation and cohesion 	Employees / staff only looking out for themselves 
Common vision 	Unstated or inconsistent vision 
Regular staff trainings and check-ins 	No time or resources allocated for training 

WHY IT MATTERS

Compliance isn't a one-person play. It's a group sport, that requires synergy between every department and employee. **And compliance done right, requires consistent effort.**

Something that is especially important given the heightened risk and regulations being faced in today's business and financial landscape.



Once you have developed and begun to leverage a culture of compliance, you can expect:

Without a culture of compliance, your firm faces:

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|  Strong core values aligned with your firm's Code of Ethics. |  Employees without the knowledge or awareness to mitigate risk. |
|  Individual accountability and group responsibility. |  Increased probability of facing SEC sanctions. |
|  Support for bigger picture compliance projects. |  Reputational damage should employees knowingly or otherwise break SEC, FINRA or FCA ruling. |
|  Streamlined compliance workflows, with employees actively contributing in their own compliance function. |  Loss of customers and credibility within the marketplace. |
|  Firm-wide compliance cohesion. |  Monetary damages and loss of incoming investments or revenue. |

CREATING A CULTURE OF COMPLIANCE




According to our proprietary data, compliance professionals felt these were their most arduous challenges in cultivating a culture of compliance.




COMPLEMENTING YOUR COMPLIANCE TEAM WITH A TRUSTED PARTNER

With dozens of rules and regulations proposed by the SEC in the past 12 months, it would be reasonable for firms to struggle to simply keep up with the day-to-day. The answer? Bringing in outside support.

How do you know your firm could use the support of outsourced managed services?

-  Administrative tasks consume the majority of your team's time, leaving little to no time for strategic priorities.
-  You are overburdened with the management of your compliance program and systems, and could use some assistance to double and triple check compliance tasks.
-  You haven't optimized your compliance technology in order to leverage every ounce of potential from your investment.

With outsourced managed services, firms can:

-  Reduce time spent on manual, administrative work and focus instead on strategic priorities.
-  Fully optimize compliance technology across the firm, getting the highest ROI on your investment in automation.
-  Leverage unique insight from a trusted partner with decades of regulatory knowledge to ensure you always COMPLY.

Learn more about ComplySci's Managed Services and [how we can help you COMPLY.](#)

COMPLY



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