Solution Brief
Docusign for Wealth Management

Transforming Wealth Management with Intelligent Agreement Management

Wealth management firms face fast-rising expectations for highly personalized, digital experiences—while navigating a growing client base, regulatory complexity, and advisor resource constraints. The **Docusign Intelligent Agreement Management** (IAM) platform transforms slow, manual onboarding and account servicing processes into more seamless and compliant digital journeys. By elevating the investor experience, freeing up advisors' time, and easing compliance burdens, Docusign helps advisors focus on building trusted relationships and growing client portfolios.

The top 25 financial companies in the Fortune 500 use Docusign, and **Newsweek** named us the #1 most trustworthy software and telecommunications company in 2024 and 2025. Our platform helps wealth management firms operate more efficiently and securely at critical steps in the agreement process, providing complete audit trails, robust compliance features, and integrations with your CRM.

Accelerate operational efficiency

Docusign helps eliminate manual and repetitive paperwork and automates common processes. Your advisors and customers can leverage pre-filled forms, near real-time data verification, and integrations with your CRM. The Docusign App Center provides 1,000+ active partner integrations—including Salesforce, Microsoft, Quik! Forms, Box, and more—enabling accurate data flow and helping your team build client relationships.

Deliver personalized client experiences

Turn onboarding and routine account servicing into fast, frictionless, and intuitive digital experiences for your clients. With the IAM platform, advisors can better support clients in opening new accounts, transferring assets, and completing portfolio maintenance from virtually any device—online or in collaboration with their advisor. Dynamic web forms, embedded identity verification, and seamless compliance workflows help ensure a simple, more secure, and mobile-friendly journey—fostering deeper engagement and client satisfaction.

Mitigate risk and enhance client trust

Docusign helps wealth management firms meet FINRA, SEC, and KYC requirements with integrated, near real-time identity and data verification. Every agreement is fully auditable—digital certificates, time-stamped activity, and automated storage routing to WORM-compliant repositories help simplify audits and enhance compliance. Automated workflows reduce manual errors and help firms adapt to evolving regulations and fraud risks without compromising on a seamless client experience.

Results

70%
time saved on agreement processes
KPC Private Funds

+50%
increase in efficiency in the signing process
Merriman Partners

36%
faster completion of digital signatures
Goosehead Insurance

<10 min
average time to remotely notarize documents
Neighborhood Credit Union

"We're all about making things that are typically difficult very simple, and that's what we were able to do with Docusign IAM. It's become the tech initiative at KPC Private Funds."

Managing Partner
Kelly Park Capital

IAM enhances customer experiences and streamlines operations

Our capabilities uniquely address each step of the agreement process to help transform your institution and advance your strategic plan.

IAM for Customer Experience

The preconfigured IAM for CX application helps you easily capture client information and build loyalty. By helping automate manual steps like data entry and identity verification, IAM for CX enables advisors to complete wealth management forms and agreements faster from virtually any device. The result is a smooth, engaging client experience that builds trusted relationships and helps you grow client portfolios.

Docusign IAM platform capabilities

Our capabilities uniquely address each step of the agreement process to help transform your organization and advance your strategic plan.

Web Forms

Collect client data and pre-fill agreements with interactive digital forms for onboarding, account updates, and asset transfers—reducing errors and time spent on manual entry.

eSignature

Enable a secure, intuitive signing experience across any device, allowing customers to sign via a time-stamped, digital signature.

Workflow Builder

Automate multi-step workflows, like account onboarding or completed agreement routing to WORM-compliant repositories, with an easy, no-code builder that keeps both clients and advisors moving.

Notary

Enable remote online notarization (RON) with quick access to secure, legally valid notarizations, virtually anytime and anywhere, eliminating in-person visits.

ID Verification & Risk-Based Verification

Embed identity verification and risk-based screening into the signing process, helping you balance security and client experience while meeting KYC compliance.

Workspaces

Give clients and advisors a single, secure spot to upload, track, and manage key documents for complex transactions.

Data Verification

Verify client-inputted information against internal and external databases in real-time to reduce Not In Good Order (NIGO) documents and streamline the signer experience.

App Center & Integrations

Sync agreement data instantly with systems like Salesforce, Microsoft, Quik! Forms, Box, and SharePoint to minimize re-entry and streamline processing.

Use case examples

Client onboarding and transitions

- New account onboarding
- Advisor transitions and onboarding
- New account opening
- Investment agreements and disclosures

Account servicing and maintenance

- Profile and beneficiary updates
- Standing orders and transfers
- Power of attorney assignment
- Address/name changes
- Digital consent and doc management

Process automation and efficiency

- Multi-party agreement workflows
- Centralized document intake
- CRM integrations
- Minimized manual reviews

Security and compliance

- Integrated ID and data verification
- Disclosure and consent collection
- Routing to WORM-compliant repository storage
- Audit-ready compliance trails

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