DEW WEALTH MANAGEMENT
THE ENTREPRENEUR'S FRACTIONAL FAMILY OFFICE®

AUGUST 2026

2026 Entrepreneur *Wealth Report*

What we measured across our own client base and assessment intakes.

218

CLIENT HOUSEHOLDS

Current Dew Wealth Management client households as of August 17, 2026.

21

ASSESSMENT INTAKES

Family Office Assessment questionnaires completed January–August 2026.

35

STATES REPRESENTED

Plus one U.S. territory, across the 164 households with a state on record.

01 SCOPE

What Does This Report Measure?

Most successful entrepreneurs have bought tax compliance and gone without financial leadership. Among 21 entrepreneurs who completed a Dew Wealth Management Family Office Assessment intake in 2026, 71% already had a CPA and only 29% had a CFO. This report sets out what we measured across our own client base and assessment intakes in August 2026, with every denominator stated and every figure a reader can check.

This report describes two populations the firm can measure directly. The first is 218 current Dew Wealth Management client households as of August 17, 2026 (the firm's active subscription and Family Office Advisory relationships, with former clients, investment-management-only relationships, and insurance-only relationships excluded). The second is 21 Family Office Assessment intake questionnaires completed between January and August 2026, which record the professional team an entrepreneur already had in place before receiving any advice from us.

These are our own clients and our own assessment intakes. They are not a sample of American entrepreneurs, and nothing here is a representation of results anyone should expect. What they are is measured rather than estimated: every figure names its denominator, categories representing fewer than five households are combined and their labels withheld, and nothing is cross-tabulated.

02 FINDINGS

What Does the 2026 Entrepreneur Wealth Report Find?

Entrepreneurs Get Business Advice. They Don't Get Household Advice, and the Industry Isn't Built to Reach Them in Time.

Among the 21 entrepreneurs who completed a Dew Wealth Management Family Office Assessment intake in 2026, 71% already had a CPA in place and only 29% had a CFO. That gap has a simple explanation: a CPA is typically engaged to file an accurate return for the year that already happened, not to plan ahead of it. The entrepreneurs in this data had consistently staffed the roles that record their finances and gone without the roles that plan them.

71%
already had a CPA in place

29%
already had a CFO

The gap widens once you look at the household behind the business. 75.8% of the 207 Dew Wealth Management client households with marital status on record in August 2026 are headed by a married or partnered couple, and 48% of the 21 assessment intakes arrived with no attorney relationship on record. Those are two separate populations and neither figure describes the other. What both point at is structural: a two-person household running an operating business has two sets of estate documents, two sets of beneficiary designations, and a succession question that involves a spouse. In our own work the gap is more often coordination between the business and the household than any one missing adviser.

Both patterns trace back to how the advice industry is priced. The median age of the primary client across the 206 Dew Wealth Management client households with a date of birth on record in August 2026 is 47.5, and 57.3% of those households are headed by someone under 50. That is years before the point at which most financial advice is built to engage.

95.5% of SEC-registered investment advisers offered a fee based on a client's assets under management in 2024, according to the Investment Adviser Association's 2025 Investment Adviser Industry Snapshot. When an adviser's compensation scales with the size of an investment portfolio, the natural client is someone whose wealth is already in a portfolio. The entrepreneurs in this report are not that client: their wealth sits inside an operating business, at an age well before an asset-based fee has much to price. The mismatch is structural rather than anyone's fault, and it is why the population that most needs coordination is the one the prevailing model reaches last.

Every figure in this summary describes Dew Wealth Management's own 218 current client households and 21 Family Office Assessment intakes, measured in August 2026, and each is stated over the records that answered. They are not a sample of American entrepreneurs, and nothing here is a representation of results any client or prospective client should expect.

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03 PROFESSIONAL TEAM

What Professional Advisors Do Successful Entrepreneurs Already Have?

Among the 21 entrepreneurs who completed a Family Office Assessment intake with us between January 9 and August 17, 2026, 71% arrived with a CPA already in place and 29% arrived with a CFO. The same entrepreneurs were buying tax compliance and going without financial leadership. Bookkeeping followed the same pattern at 62%, and roughly half (52%) had an attorney relationship on record.

The gap is not a gap in effort. These are people running businesses at a scale that demands a finance function, and they had assembled the professionals who file and record. The roles that plan, coordinate, and decide were the ones missing.

PROFESSIONAL ROLE	IN PLACE	NOT IN PLACE
CPA	**71%** (n=15)	29%
Bookkeeper	**62%** (n=13)	38%
Personal home and auto insurance agent	**57%** (n=12)	43%
Attorney	**52%** (n=11)	48% (n=10)
Investment manager	**38%**	62% (n=13)
Commercial insurance agent	**38%**	62% (n=13)
Fractional or full-time CFO	**29%**	71% (n=15)
Coordinator or executive assistant	**29%**	71% (n=15)

Based on 21 Family Office Assessment intake records completed between January 9 and August 17, 2026. All 21 records answered every role question, so each row is stated over 21. Percentages are whole numbers: on a base of 21, a decimal place would imply precision the base cannot carry. One further role was measured and is not published, because one of its two answers represented fewer than five records.

04 TEAM COMPLETENESS

How Complete Is a Successful Entrepreneur's

Professional Team?

Counting seven outside professional roles (CPA, attorney, bookkeeper, CFO, investment manager, commercial insurance agent, and personal home and auto insurance agent) 57% of the 21 entrepreneurs who completed a 2026 Family Office Assessment intake had three or fewer of the seven filled. The remaining 43% had four or more.

Read that alongside the previous table and the shape becomes clear. A majority of these entrepreneurs were operating with fewer than half the outside professional roles in place, and the roles they had were concentrated in compliance rather than in planning or coordination.

OUTSIDE PROFESSIONAL ROLES FILLED — SHARE OF 21 INTAKES

3 or fewer of 7

57% (n=12)

4 or more of 7

43%

Derived per record before aggregation. The coordinator or assistant role is household staff rather than an outside adviser and does not count toward the seven; neither does a participating spouse.

05 INDUSTRIES

What Kinds of Businesses Do These Entrepreneurs Run?

Three industries account for 48.4% of the 161 Dew Wealth Management client households with a primary industry on record in August 2026: coaching and consulting at 19.9%, healthcare at 14.9%, and real estate at 13.7%. Healthcare and dental practices together account for 24.2%. Construction, dental practices, and retail follow.

The concentration is a fact about who reaches us, not a claim about entrepreneurs generally. It does describe a specific kind of business owner: one whose enterprise value is bound up in a practice or an operating company rather than in a portfolio.

PRIMARY INDUSTRY	SHARE OF 161
Coaching / consulting	**19.9%** (n=32)
Healthcare	**14.9%** (n=24)
Real estate	**13.7%** (n=22)
Construction	**9.3%** (n=15)
Dental practice	**9.3%** (n=15)
Retail (physical or online)	**6.8%** (n=11)
Law firm	**5.6%**
Financial services	**5.0%**
Technology / SaaS	**4.3%**
Food and hospitality	**3.1%**
Manufacturing	**3.1%**
Other (combined; labels withheld)	**5.0%**

161 of 218 households have an informative primary industry recorded (73.9%). The remaining 26.1% carry no answer or a non-informative one and are excluded from this table rather than shown as a category. Categories representing fewer than five households are combined and their labels withheld.

06 AGE

How Old Are These Entrepreneurs?

The median age of the primary client across the 206 Dew Wealth Management client households with a date of birth on record in August 2026 is 47.5, and 57.3% of those households are headed by someone under 50.

This is the number that surprises people. It is not a population approaching retirement and consolidating. It is concentrated in the decade when an operating business is at its most demanding and the owner's personal financial structure is usually the least built out.

47.5

MEDIAN AGE

Primary client, across the 206 households with a date of birth on record.

AGE BAND	SHARE OF 206
Under 40	**22.8%** (n=47)
40–49	**34.5%** (n=71)
50–59	**23.8%** (n=49)
60 and over	**18.9%** (n=39)

206 of 218 households have a date of birth on record. Date of birth was converted to an age band at the point of extraction and was not retained.

07 HOUSEHOLD

Are These Entrepreneurs Running Their Businesses Alone?

75.8% of the 207 Dew Wealth Management client households with marital status on record in August 2026 are headed by a married or partnered couple. Roughly one in seven is headed by someone who has never married, and just under one in ten by someone divorced or separated.

The relevance is structural rather than demographic. A married or partnered household running an operating business has two people's estate documents, two sets of beneficiary designations, and a succession question that involves a spouse. This presents a different planning problem from a single owner's, and a common reason coordination between an attorney and a CPA matters more than either one alone.

HOUSEHOLD STRUCTURE	SHARE OF 207 HOUSEHOLDS
Married or partnered	**75.8%** (n=157)
Single, never married	**14.5%** (n=30)
Divorced or separated	**9.7%** (n=20)

207 of 218 households have marital status recorded. Categories are banded: married and life-partner records are reported together, as are divorced and separated records.

08 GEOGRAPHY

Where Are These Entrepreneurs Located?

The 164 Dew Wealth Management client households with a state of residence on record in August 2026 are located across 35 U.S. states and one U.S. territory. 54.9% are in the West and 26.2% in the South.

The spread matters more than the concentration. A firm serving business owners in 35 states is working across 35 sets of state tax rules, state estate-tax regimes, and state-specific entity and insurance questions, which is one practical reason a single local adviser rarely covers the whole picture.

CENSUS REGION	SHARE OF 164 HOUSEHOLDS
West	**54.9%** (n=90)
South	**26.2%** (n=43)
Midwest	**9.1%** (n=15)
Other (combined; labels withheld)	**9.8%** (n=16)

164 of 218 households have a state of residence recorded. Per-state figures are not published: almost every individual state represents fewer than five households.

09 MARKET SIZE

How Many Entrepreneurs Are in This Position?

Dew Wealth Management estimates that approximately 200,000 U.S. entrepreneurs operate businesses generating $1MM or more in annual owner income. The estimate comes from our own 2023 market analysis and is built from three published inputs: roughly 33.2 million U.S. small businesses, of which about 18% have employees, of which about 3% produce $1MM or more in owner income. Approximately 95,000 of those sit in the industries this firm serves. Source data is published by the U.S. Small Business Administration and the U.S. Census Bureau's Statistics of U.S. Businesses, with owner-income distribution drawn from IRS filing data.

33.2M	18%	3%	200,000
U.S. small businesses	have employees	produce $1MM or more in owner income	U.S. entrepreneurs, approximately

This is our estimate rather than a published count, and we show the arithmetic so it can be checked. We have deliberately not attached a rate to it. The professional-team figures above describe 21 entrepreneurs who came to us, not a random sample of 200,000, and multiplying one by the other would manufacture a statistic neither source supports.

10 WHY THE GAP EXISTS

Why Do Successful Business Owners End Up Without Financial Leadership?

Because of how the advice industry is priced. 95.5% of SEC-registered investment advisers offered a fee based on a client's assets under management in 2024, according to the Investment Adviser Association's 2025 Investment Adviser Industry Snapshot. When an adviser's compensation scales with the size of an investment portfolio, the natural client is someone whose wealth is already in a portfolio.

95.5% of SEC-registered investment advisers offered a fee based on a client's assets under management in 2024.

The entrepreneurs in this report are not that client. Their wealth sits inside an operating business (a practice, a firm, a portfolio of properties) where an asset-based fee has very little to price. The result is structural rather than anyone's fault: the population that most needs coordination among a CPA, an attorney, an insurance agent, and someone doing the planning is the population the prevailing compensation model reaches last.

Dew Wealth Management's core model is a flat monthly subscription. The fee is fixed, it does not rise with the size of a portfolio, and it is what the clear majority of the firm's revenue comes from and what all of the firm's sales effort is directed at. It exists because the work these families need is coordination and planning around a business, which is not proportional to investable assets. Subscription pricing remains uncommon in this industry; the SEC's Office of Investor Education publishes an investor bulletin on subscription-based advisory fees for anyone comparing models. Complete fee information for this firm, including services charged separately from the subscription, is in our Form ADV.

How Was This Report Produced?

Figures describe 218 current client households of Dew Wealth Management as of August 17, 2026. The population is the firm's active subscription and Family Office Advisory / FFO Essentials relationships; former clients, investment-management-only relationships, and insurance-only relationships are excluded.

Data is drawn from the firm's client relationship management system, recorded by advisors in the ordinary course of business. Primary industry is populated for 161 of 218 households (73.9%); state of residence for 164 of 218 (75.2%); date of birth for 206 of 218 (94.5%); marital status for 207 of 218 (95.0%). Percentages are stated over answered records only, and each table names its denominator. Date of birth was converted to an age band at the point of extraction and was not retained.

Figures describing professional-team composition are drawn from a separate population: 21 Family Office Assessment intake questionnaires completed by prospective and current clients between January 9, 2026 and August 17, 2026. These are assessment engagements rather than client relationships (some became clients and some did not) and the figures describe the professional team an entrepreneur already had in place at the time of intake, before receiving any advice from the firm. Every one of the 21 records answered every role question; percentages are stated over those 21 records and are given as whole numbers.

Market-size figures are Dew Wealth Management's own estimate, derived from the firm's 2023 market analysis methodology and refreshed against published data from the U.S. Small Business Administration Office of Advocacy, the U.S. Census Bureau Statistics of U.S. Businesses, the Internal Revenue Service Statistics of Income program, the American Medical Association Physician Practice Benchmark Survey, and the American Dental Association Health Policy Institute. They are estimates, not published counts, and the methodology is available on request.

No individual client is identified. Categories representing fewer than five households are combined and their labels withheld. Figures are not cross-tabulated. No investment performance, account value, or fee information is included.

These figures describe Dew Wealth Management's own client base and are not a sample of any broader population. They are not a representation of results any client or prospective client should expect.

REPORT CREATED ON AUGUST 24, 2026

Disclosure

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