ON3 STRATEGIES
CLARITY. SYSTEMS. GROWTH.

The steadiest presence, coaching you from the sideline.

WHO WE ARE

On3 Strategies, founded by Erik Sauer, is a coaching and consulting firm for financial advisory and business owners.

Collectively, our team brings 70+ years of hands-on industry experience, serving as your collaborators, problem-solvers, and long-term partners, to help you build a practice that's structured to grow, not just built to hustle

WE'RE ON YOUR TEAM let us be the guide and support you need.

WHAT WE DO

Most advisors are trained to grow, and our clients are good at it. The challenge shows up later: as the client base grows, servicing starts to crowd out the time growth used to have. On3 helps you build the equation underneath your business, made up of people, technology, and process, so growth and service work together instead of competing.

It all starts with our proprietary model, **the On3 Equation**, and the five components at the core of everything we do.

OUR FIVE PILLARS

CLIENT SERVICE & EXPERIENCE

Build a service model that scales with your client base without consuming your calendar.

TECHNOLOGY & CRM OPTIMIZATION

Turn your CRM into a working system, not a database you fight with.

PEOPLE & PERSONNEL DEVELOPMENT

Hire into clearly defined roles, ahead of the strain, not after it.

TARGET MARKETING & POSITIONING

Attract the right clients with clear, differentiated messaging.

EXECUTIVE LEADERSHIP & CEO DEVELOPMENT

Build the frameworks and accountability to lead your business, not just work in it

EACH PILLAR IS A LEVER. ALIGN THEM, AND YOU HAVE ROOM TO GROW AGAIN, THIS TIME WITH A SYSTEM BUILT TO SUPPORT IT.

MEET THE TEAM

ERIK SAUER

Founder & Principal

Erik has faced down life-threatening odds more than once, and it's given him a low tolerance for wasted motion and a sharp eye for what actually matters. He calls out the noise directly, but in a way that lands, not lectures, and he'll repeat what matters until it sticks

GARLAND SCOTT

Business Development

Garland works with advisors and clients to identify opportunities for growth. Through discovery conversations and firm assessments, he helps prospects understand where operational, tech, and strategic leadership improvements can create the greatest impact.

BRAD CLOUGH

Wealth Tech Consultant

Brad specializes in CRM optimization, workflow development, data organization, reportive advisor technology systems. His expertise includes process design, and automation—helping organizations turn ideas into a true operating system for growth and accountability.

WHO WE HELP

- Independent RIAs and advisory firms.
- Growth-focused practices
- Multi-advisor firms
- Hybrid advisors
- Succession-minded business owners
- Firms ready to scale
- Advisors managing 200–300+ households, where servicing has started to compete with growth

READY TO TAKE THE NEXT STEP?

Let's start the conversation.

Discover where your biggest opportunities are and how we can help.

TAKE THE GROWTH ASSESSMENT

SCHEDULE A STRATEGY SESSION