

## **The Hidden Dangers of Disintermediation**

### **Why guidance remains essential**

In a world where information travels at lightning speed and anyone can become the manager of their own financial assets with a single click, it is tempting to believe that everything is instantly accessible, understandable, and actionable. Yet this trend toward disintermediation—promising autonomy and immediacy—comes with serious risks that must be carefully considered, both socially and financially.

### **The illusion of total transparency**

In the age of social media, direct consumption of unfiltered content—bypassing journalistic or editorial oversight—often clouds our judgment. Immediacy tends to reward sensationalism over depth, exposing individuals to a chaotic flood of raw data that is difficult to prioritize or verify. Without intermediaries or guidance, we risk confusion, misinformation, and ultimately, flawed decision-making and a fragmented understanding of the world.

### **Speculation: the silent enemy of long-term thinking**

In finance too, disintermediation has surged with the rise of online trading platforms. While this accessibility may appear to democratize investing, it more often encourages speculation—favoring the pursuit of short-term gains over the careful and lasting construction of wealth. Deprived of professional advice, many investors expose themselves to extreme volatility and significant losses.

### **The underestimated value of intermediation**

Against these excesses, the role of intermediation becomes self-evident. Whether journalists, financial advisors, or wealth managers, professionals act as guides and filters. They curate, interpret, and accompany. Their expertise helps anchor decisions in a sustainable, ethical, and thoughtful perspective—benefiting both individual portfolios and the broader collective good.

### **Building, not consuming**

At Selvi & Cie, we firmly believe in the value of human relationships rooted in trust and competence. Rather than consuming information or assets on impulse, we guide our clients through a process of thoughtful construction, grounded in long-term vision. Because behind every decision lies a responsibility: to act with awareness, caution, and clarity.



Total disintermediation may be alluring—but it is misleading. Choosing guidance means choosing quality over quantity, discernment over immediacy, and patient construction over speculative haste.



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