

## COVER STORY: TOP 50 ADVISORS

## THE TOP



For the fourth year in a row, *Wealth Professional* names Canada's top-performing advisors

**WELCOME TO** *Wealth Professional's* annual Top 50 Advisors list. Each year since 2014, we have reached out to the industry to gauge which advisors are driving the business forward. Looking at this year's selection, you'll see some familiar names, but plenty of new faces, too. That's a good sign – the advisory business needs new blood if it is to continue to thrive in a challenging investment environment.

In compiling this list of Canada's premier financial planners, we turned to the industry's top advisory firms for their input. We asked which individuals had distinguished

themselves in 2016, either by increasing assets under management, bringing in new clients, boosting revenue or perhaps another variable unique to that particular advisor. We sifted through that data to put together this year's list.

Just glancing at some of the numbers, it's clear that Canadian advisors are still bringing in a considerable amount of new business. This year's Top 50 had a combined AUM of \$8.8 billion, and the top 10 alone has more than \$3.5 billion AUM. That makes it clear that while the advisory business is undoubtedly changing, investors

across Canada are still showing their faith and entrusting their wealth management to the professionals.

This year's list also marks the first Top 50 since the final phase of CRM2 came into effect. Starting this month, investors will see, in dollar amounts, exactly what they have been paying their advisor. The story of 2017 is sure to be investors' reaction to that disclosure and whether they feel they are getting value for their money.

How different will our Top 50 Advisors list look in January 2018? If nothing else, this is sure to be an interesting year.

## Top 50 advisors

RANK	NAME	YEARS IN THE INDUSTRY	COMPANY	LOCATION	AUM*	AUM GROWTH <sup>1</sup>	AUM % GROWTH <sup>1</sup>	REVENUE PER CLIENT*	CLIENTS*	NEW CLIENTS GAINED <sup>2</sup>
1	William Vastis	21	William Vastis Wealth Management Group	Toronto, ON	\$715,000,000	\$65,000,000	10%	N/A	92	10
2	Thane Stenner	30	StennerZohny Investment Partners+	Vancouver, BC	\$465,000,000	\$116,250,000	33.3%	\$52,271	62	9
3	Chad Larson	12	MLD Wealth Management	Calgary, AB	\$322,000,000	\$58,500,000	21.7%	\$10,514	196	34
4	Elie Nour	10	Nour Private Wealth	Oakville, ON	\$224,000,000	\$58,000,000	34.9%	\$14,010	195	14
5	Kash Pashootan	14	First Avenue Advisory	Toronto/Ottawa, ON	\$270,000,000	\$45,000,000	20%	N/A	192	9
6	Kevin Hegedus	25	Prairie Wealth Management	Saskatoon, SK	\$366,750,000	\$12,750,000	3.6%	\$4,883	879	13
7	Dave Lee	12	ScotiaMcLeod	White Rock, BC	\$103,000,000	\$65,800,000	174%	\$5,242	175	99
8	Rob McClelland	25	The McClelland Financial Group of Assante Capital Management	Thornhill, ON	\$376,054,636	\$43,820,627	13.1%	\$7,594	550	27
9	Rob Tetrault	7	Tetrault Wealth Advisory Group	Winnipeg, MB	\$221,000,000	\$95,798,450	75.9%	\$2,236	633	77
10	Duncan Stewart	17	Stewart Financial	Oakville, ON	\$220,000,000	\$40,000,000	22.2%	\$11,666	150	10
11	Robert Luft	17	Luft Financial	Vancouver, BC	\$200,000,000	\$30,000,000	17.6%	\$4,668	482	52
12	Gene Kim	12	Summit Private Wealth	Montreal, QC	\$200,000,000	\$50,000,000	33.3%	\$10,000	150	25
13	Alexandra Horwood	6	Alexandra Horwood & Partners	Toronto, ON	\$161,000,000	\$41,925,245	26%	\$9,861	184	13
14	AJ Chase	22	AJ Chase Financial Group	Hamilton, ON	\$148,000,000	\$33,000,000	28.7%	\$3,831	243	39
15	Youssef Zohny	10	StennerZohny Investment Partners+	Vancouver, BC	\$135,000,000	\$33,750,000	33.3%	\$44,503	62	9
16	Wolfgang Klein	16	The Wolf on Bay Street	Toronto, ON	\$155,000,000	\$27,000,000	21.1%	\$8,226	238	18
17	Rod Tyler	34	The Tyler Group	Regina, SK	\$180,000,000	\$20,000,000	12.6%	\$3,682	315	15
18	David Christianson	34	Christianson Wealth Advisors	Winnipeg, MB	\$190,000,000	\$17,000,000	9.8%	\$20,538	91	17
19	Mark Winson	29	Wise Riddell Financial Group	Oakville, ON	\$198,000,000	\$11,650,000	6.2%	\$12,622	122	4
20	Gerald Goertsen	15	De Thomas Wealth Management	Kelowna, BC	\$141,000,000	\$31,550,000	28.8%	\$782	1150	193
21	Daniel Noonan	20	Argosy Securities	Burlington, ON	\$115,000,000	\$30,000,000	35.3%	\$1,788	685	72
22	Michael Prittie	30	Capital Wealth Architects	Ottawa, ON	\$152,000,000	\$14,000,000	10.1%	\$2,380	630	10
23	Paul Green	24	Green Private Wealth Counsel	Woodstock, ON	\$130,000,000	\$30,000,000	30%	\$9,677	155	25
24	Bobby Ning	14	Financial Literacy Counsel	Vancouver, BC	\$110,000,000	\$30,000,000	38.8%	\$2,500	400	50
25	Dave Ritcey	25	The Ritcey Team	Kentville, NS	\$103,000,000	\$25,000,000	30.1%	\$4,194	221	18
26	Thierry Jabbour	7	Manulife Securities	Dorval, QC	\$157,000,000	\$19,000,000	13.8%	\$4,137	361	42
27	Luke Kratz	24	The Kratz Group	Victoria, BC	\$157,000,000	\$19,000,000	13.8%	\$6,805	190	12
28	Nathalie Racine	22	The Racine-Marcotte Advisory Group	Pointe-Claire, QC	\$211,000,000	\$18,000,000	9.3%	\$3,692	325	15
29	David Barnsdale	30	Barnsdale & Hussain Wealth Management Group	Mississauga, ON	\$177,000,000	\$17,844,085	11.1%	\$10,894	130	10
30	Sean Baylis	5	Baylis Wealth Management Group	Calgary, AB	\$90,000,000	\$17,000,000	23.3%	\$4,707	175	20
31	Leo Belmonte	21	Security Financial Services & Investment	Toronto, ON	\$103,000,000	\$15,000,000	13.6%	\$1,875	400	12
32	Ronald Rusnak	13	Rusnak Financial	Bonnyville, AB	\$105,000,000	\$12,850,000	13.8%	\$1,330	650	5
33	Kate Brown	12	Brown Wealth Management Group	London, ON	\$150,000,000	\$12,235,000	8.9%	\$8,949	178	12
34	Simon Partington	10	Partington Wealth Management	Toronto, ON	\$155,000,000	\$11,000,000	8.7%	\$11,600	140	5
35	Pravin Kumar	23	The Pravin Kumar Group	Vancouver, BC	\$137,000,000	\$7,000,000	3.5%	\$11,472	180	30
36	Lyle Rouleau	19	Rouleau Investment Group	Edmonton, AB	\$315,000,000	\$0	0%	\$9,472	180	18
37	Susyn Wagner	20	Wagner Investment Group	Calgary, AB	\$187,000,000	\$10,274,320	5.8%	N/A	198	8
38	Nadeem Ibrahim	20	Educators Financial Group	Toronto, ON	\$151,000,000	\$11,000,000	7.9%	\$1,430	769	69
39	Reez Sajjan	2	CIBC Imperial Service	Coquitlam, BC	\$156,000,000	\$8,833,757	6%	\$2,558	328	24
40	Greg Milley	20	The Milley Team	Oakville, ON	\$130,000,000	\$10,000,000	8.3%	\$2,500	400	20
41	Darren Luck	25	Luck Financial Group	Windsor, ON	\$190,000,000	\$5,000,000	2.7%	\$5,434	184	15
42	Laura Thompson	16	Investia Winnipeg	Winnipeg, MB	\$103,000,000	\$9,347,542	10%	\$2,710	443	10
43	Brad Jardine	30	CIC Financial Group	Ancaster, ON	\$115,000,000	\$9,000,000	8.5%	\$2,181	485	24
44	Graeme D. Baird	25	G.R. Baird Financial Group	Ottawa, ON	\$97,000,000	\$11,000,000	12.8%	\$1,529	850	50
45	Kevin Haakensen	19	Prairie Wealth Management	Saskatoon, SK	\$122,000,000	\$4,250,000	3.6%	\$4,883	293	13
46	John Rathwell	25	HollisWealth	Red Deer, AB	\$130,000,000	\$3,000,000	2.3%	\$2,500	500	10
47	Brian Lonsdale	21	CIBC Wood Gundy	Ottawa, ON	\$120,000,000	\$7,000,000	6.1%	\$2,066	300	0
48	Sean Harrell	17	Howe Harrell & Associates	Winnipeg, MB	\$126,000,000	\$6,000,000	5%	\$2,724	312	12
49	Douglas Griffioen	15	Griffioen Wealth Management	Waterloo, ON	\$95,741,000	\$7,346,000	8.3%	\$3,237	311	27
50	Jason Pereira	14	Woodgate Financial	Toronto, ON	\$68,000,000	\$4,400,000	6.9%	\$5,732	345	6

\*End Oct 2016 <sup>1</sup>12 months to Oct 2016

# COVER STORY: TOP 50 ADVISORS



## KATE BROWN

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**Brown Wealth Management Group**  
**RBC Dominion Securities**  
 London, ON

The founder of Brown Wealth Management at RBC, Kate Brown has been able to build an impressive practice by providing financial guidance to high-net-worth clients. In 2016, she boosted her individual AUM by more than \$12 million, taking her up to the \$150 million mark, while increasing her client base to 178. A graduate of the MBA program at the Richard Ivey School of Business at the University of Western Ontario, Brown also holds CFP, FCSI, FMA and CIWM designations.



## LEO BELMONTE

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**Security Financial Services & Investment**  
 Toronto, ON

Having started his career with Investors Group before moving on to BMO Nesbitt Burns, Leo Belmonte eventually went out on his own by purchasing an independent mutual fund dealer, Security Financial Services & Investment. It was a risk, but a calculated one, and Belmonte has grown the enterprise from five advisors and \$80 million in assets to more than \$200 million and 15 advisors today. Leading the way, he increased his individual AUM by \$15 million in 2016 to an impressive total of \$103 million.



## RONALD RUSNAK

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**Rusnak Financial**  
**Manulife Securities**  
 Bonnyville, AB

Manulife advisor Ronald Rusnak is proof that you don't have to be located in a major financial centre to run a successful advisory business. Based in Bonnyville, Alberta (population 6,000), he had AUM growth of \$12.8 million in 2016, and now manages \$105 million in assets and has 650 clients to his name.



## SEAN BAYLIS

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**Baylis Wealth Management Group**  
**RBC Dominion Securities**  
 Calgary, AB

Heading the Baylis Wealth Management Group at RBC, Sean Baylis had an impressive showing in 2016, increasing his personal AUM by \$17 million, despite his location in the challenging Calgary market. Previously a teacher in the city's private school system, Baylis puts a real priority on education, and he continues to mentor young business owners, teaching them the financial literacy skills they need to succeed.