Top 50 Advisors

RANK	NAME	YEARS IN THE INDUSTRY	PRACTICE	BROKERAGE/DEALER GROUP	LOCATION	AUM*	AUM GROWTH†	NUMBER OF CLIENTS*	NEW CLIENTS GAINED†
1	Chad Larson	14	MLD Wealth Management Group	National Bank Financial	Calgary, AB	$776,000,000	24%	400	40
2	Rob Tetrault	8	Tetrault Wealth Advisory Group	National Bank Financial	Winnipeg, MB	$341,000,000	54%	748	115
3	Brad Moore	34	SAGE Connected Investing	Raymond James	Calgary, AB	$244,000,000	85%	274	83
4	Larry Short	29	ShortFinancial	HollisWealth, Industrial Alliance Securities	St. John's, NL	$217,000,000	70%	535	363
5	Reg Jackson	21	JMRD Wealth Management Team	National Bank Financial	London, ON	$525,000,000	11%	265	15
6	Faisal Karmali	10	Popowich Karmali Advisory Group	CIBC Wood Gundy	Calgary, AB	$450,000,000	18%	464	60
7	Robert McClelland	26	The McClelland Financial Group	Assante Capital Management	Thornhill, ON	$444,707,197	18%	574	33
8	Kevin Hegedus	26	PWM Private Wealth Counsel	HollisWealth, Industrial Alliance Securities	Saskatoon, SK	$426,000,000	18%	847	36
9	Lyle Rouleau	20	Rouleau Investment Group	CIBC Wood Gundy	Edmonton, AB	$395,355,000	26%	150	10
10	Kyle Richie	18	Richie Group	Investors Group	Toronto, ON	$370,000,000	23%	350	20
11	Kash Pashootan	18	First Avenue Investment Counsel	N/A	Toronto and Ottawa, ON	$320,000,000	28%	210	15
12	Robert Luft	19	Luft Financial	HollisWealth, Industrial Alliance Securities	Vancouver, BC	$294,669,654	19%	505	23
13	Elie Nour	11	Nour Private Wealth	Manulife Securities	Oakville, ON	$231,000,000	18%	145	11
14	Nathalie Racine	23	The Racine-Marcotte Advisory Group	RBC Dominion Securities	Pointe-Claire, QC	$250,000,000	14%	350	50
15	Jamie Townsend	11	Lawton Partners	Lawton Partners Financial Planning Services	Winnipeg, MB	$265,617,422	9%	499	8
16	Joseph Nguyen	5	CIBC Imperial Service	CIBC Investor Services	Surrey, BC	$245,453,000	12%	998	74
17	Charlie Spiring	36	Wellington-Altus Private Wealth	Wellington-Altus Private Wealth	Winnipeg, MB	$250,000,000	0%	400	100
18	Mark Winson	30	Wise Riddell Financial Group	Aligned Capital Partners	Oakville, ON	$219,000,000	11%	117	3
19	Alexandra Horwood	7	Alexandra Horwood & Partners	Richardson GMP	Toronto, ON	$212,875,394	32%	171	0
20	David Barnsdale	30	The Barnsdale & Hussain Wealth Management Group	RBC Dominion Securities	Mississauga, ON	$209,000,000	16%	130	5
21	Paula Ives	20	Ives Wealth Management	RBC Dominion Securities	Edmonton, AB	$207,000,000	18%	225	25
22	David Christianson	35	Christianson Wealth Advisors	National Bank Financial	Winnipeg, MB	$202,000,000	7%	87	7
23	William Vastis	21	The William Vastis Wealth Management Group	RBC Dominion Securities	Toronto, ON	$230,000,000	-10%	117	20
24	Gerald L. Goertsen	16	De Thomas Wealth Management	N/A	Kelowna, BC	$188,748,852	35%	1454	195
25	Thierry Jabbour	8	Thierry Jabbour Financial Group	Manulife Securities	Montreal, QC	$185,000,000	19%	260	10
26	Wolfgang Klein	16	The Wolf on Bay Street	Canaccord Genuity Wealth Management	Toronto, ON	$183,268,000	22%	210	15
27	Rona Birenbaum	25	Caring for Clients	Queensbury Strategies	Toronto, ON	$182,000,000	23%	322	30
28	Kate Brown	13	Brown Wealth Management Group	RBC Dominion Securities	London, ON	$181,000,000	20%	184	12
29	Reez Sajan	4	CIBC Imperial Service	CIBC Investor Services	Coquitlam, BC	$165,068,404	6%	303	15
30	Luke Kratz	25	CIBC Private Wealth	CIBC Wood Gundy	Victoria, BC	$164,600,000	5%	174	11
31	Matt Wilhelm	26	Century Group Financial Solutions	Sun Life Financial	Kitchener, ON	$150,000,000	20%	1600	100
32	Brad Jardine	31	CIC Financial Group	Aligned Capital Partners	Ancaster, ON	$148,738,147	26%	338	44
33	Sean Harrell	18	Howe, Harrell & Associates	Quadrus Investment Services	Winnipeg, MB	$148,000,000	18%	321	9
34	Francis Sabourin	25	Sabourin Deraspe Wealth Management	Richardson GMP	Montreal, QC	$143,000,000	13%	85	10
35	Kevin Haakensen	20	PWM Private Wealth Counsel	HollisWealth, Industrial Alliance Securities	Saskatoon, SK	$142,000,000	18%	282	12
36	AJ Chase	23	AJ Chase Financial Group	ScotiaMcLeod	Hamilton, ON	$148,000,000	6%	217	7
37	John Rathwell	20	HollisWealth	HollisWealth, Industrial Alliance Securities	Red Deer, AB	$143,000,000	10%	420	22
38	Rosemary Horwood	4	Rosemary Horwood Wealth	Richardson GMP	Toronto, ON	$132,180,926	27%	106	12
39	Brian Lonsdale	22	Lonsdale Financial Group	CIBC Wood Gundy	Ottawa, ON	$136,000,000	14%	310	10
40	Daniel Noonan	21	Argosy Securities	Argosy Securities	Burlington, ON	$133,191,401	16%	740	68
41	Greg Milley	20	The Milley Team	HollisWealth, Industrial Alliance Securities	Oakville, ON	$136,000,000	5%	420	20
42	Laurie Bonten	31	Bonten Wealth Management	Wellington-Altus Private Wealth	Winnipeg, MB	$118,000,000	18%	220	40
43	Leo Belmonte	22	Security Financial Services & Investment	Security Financial Services & Investment	Toronto, ON	$116,112,000	11%	421	21
44	Steve Booker	20	Milestone Asset Management	Canaccord Genuity Wealth Management	Calgary, AB	$113,769,718	19%	283	5
45	Ronald Rusnak	14	Rusnak Financial	Manulife Securities	Bonnyville, AB	$115,000,000	9%	671	10
46	Sean Baylis	7	Baylis Wealth Management Group	RBC Dominion Securities	Calgary, AB	$107,508,000	22%	170	20
47	David J. Ritcey	25	The Ritcey Team	Scotia Wealth Management	Kentville, NS	$113,000,000	10%	218	5
48	Philip Boland	30	B&A Financial Group	HollisWealth, Industrial Alliance Securities	Markham, ON	$109,255,324	9%	150	12
49	Douglas Griffioen	16	Wisdom Private Wealth	HollisWealth, Industrial Alliance Securities	Waterloo, ON	$104,135,000	9%	313	5
50	Jamie Suprun	16	Suprun Wealth Management	HollisWealth, Industrial Alliance Securities	Simcoe, ON	$93,920,282	20%	230	15

All asset numbers have been verified by the relevant compliance department

*As of October 31, 2017

†Between October 31, 2016 and October 31, 2017

SPECIAL REPORT

THE TOP 50

Wealth Professional Canada spotlights 50 of the best advisors working in the wealth management industry today

EACH JANUARY, *Wealth Professional Canada* rings in the new year by highlighting the wealth management industry's premier talent. *WPC*'s fifth annual Top 50 Advisors list contains some familiar faces, as well as a few young guns just starting to make a name for themselves. There is a healthy mix geographically, too – while Ontario dominates, seven provinces are represented in this year's selection.

In terms of the rankings, *WPC* has streamlined the criteria for the Top 50 list – those who maintained and added the most assets over 2017 are ranked the highest. While an advisor's abilities can't be measured by book size alone, this typically offers a good indication of how they are performing.

In total, this year's Top 50 Advisors manage more than $11 billion in assets, a considerable increase on last year's $8.8 billion. Thanks in part to the markets' strong performance, these advisors have been able to generate greater returns and grow assets impressively throughout 2017.

In terms of client numbers, the advisors featured here were somewhat selective in taking on new business in 2017. The average client count among the Top 50 is 378, although those offering discretionary management were likely to have considerably fewer clients. The majority are also now operating on a fee-only basis, which represents something of a sea change from the days when commissions were the compensation model of choice.

While the experience of the advisors featured here ranges from four years in the business to 36, it's heartening to see some new names on the list. In an industry that has struggled to attract new talent, this year's Top 50 list suggests progress is being made.

RONALD RUSNAK 45

Rusnak Financial
Manulife Securities
Bonnyville, AB

Representing the small town of Bonnyville, Alberta, Ronald Rusnak returns to *WPC*'s Top 50 Advisors list for the second year in a row with AUM growth of $9 million. Rusnak now manages a total of $115 million across 671 clients.

When discussing the most challenging aspects of the job, Rusnak highlights regulatory pressure – a common bugbear among his peers. "It's being able to manage the ever-changing compliance field, as well as helping clients understand everything you do for them so that they can achieve their goals," he says.

STEVE BOOKER 44

Milestone Asset Management
Canaccord Genuity Wealth Management
Calgary, AB

Providing financial guidance to independent business owners in Alberta, Steve Booker uses an S-curve formula for planning in order to "develop a framework that weeds out the external noise and allows [clients] to focus on wealth creation through thick and thin."

In Booker's opinion, his province still has some tough times ahead, which will make his services even more valuable. "Alberta has gone from having the lowest marginal tax rate to one of the highest," he says. "Coupled with a protracted oil-induced recession, it can feel as though Alberta's wealth has dried up, and business owners are exasperated."

LEO BELMONTE 43

Security Financial Services & Investment
Toronto, ON

The founder of Security Financial Services & Investment, Leo Belmonte is currently in the process of recruiting new advisory talent. At a time when job losses are a concern, it's heartening to see that Belmonte's business is proving to be such a success. Since starting the independent firm in 2005, he has increased his AUM more than fourfold to $116 million. Belmonte does foresee some headwinds, as he expects growth in stocks to plateau pretty soon. This will only increase the need for sound financial advice, however, which Belmonte and his growing team will be happy to provide.

LAURIE BONTEN 42

Bonten Wealth Management
Wellington-Altus Private Wealth
Winnipeg, MB

One of *Wealth Professional Canada's* Women of Influence for 2017, Laurie Bonten is making her third appearance in a row on the Top 50 Advisors list. One of the founders of Wellington-Altus, she now manages $118 million in assets as part of the new Bonten Wealth Management Team. She intends for that number to grow in the year ahead as she adds more talent to her new enterprise. "I would like to expand my client base now that we are at a new firm," Bonten says. "I have taken on a junior associate to take over the smaller accounts while I concentrate on bigger assets and client retention/referrals."

41 GREG MILLEY

The Milley Team
HollisWealth, Industrial Alliance Securities
Oakville, ON

The past year has been a productive one for Oakville-based advisor Greg Milley, and he expects more of the same for 2018. Having added $6 million to his personal book in 2017, he is thinking expansion for The Milley Team. "Our team is now seven people, and I have in place a succession plan for a senior advisor that should add another $20 million to the book," Milley says. "One of the seven is himself a new advisor, and we will be increasing client support directly to him. In addition, we are looking to hire a client marketing communications professional in 2018."