

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 ¹	AUM % GROWTH ¹	REVENUE PER CLIENT*	CLIENTS*	NEW CLIENTS GAINED ²
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 ¹12 months to Oct 2016



ROB MCCLELLAND 8

**The McClelland Financial Group
Assante Capital Management**
Thornhill, ON

Rob McClelland celebrated his silver anniversary in the advisory business in 2016. It's fitting, then, that the head of The McClelland Financial Group finds himself in such a lofty position on this year's

Top 50 Advisors list. With AUM growth of almost \$44 million in 2016, he has been able to cultivate new business by dedicating himself to ensuring that his clients always stay in the loop.

This comes in many forms other than traditional consultations. McClelland and his team host monthly lunch and learns on financial planning, as well as an annual McClelland University event where a variety of guest speakers address the firm's clients.

The TMFG Scholarship Program is another provision McClelland has introduced to strengthen ties with his clients. "We are incredibly proud of this initiative," he says. "We understand the impact that well educated youth will have on the quality of our communities and the long-term sustainability and global competitiveness of the Canadian economy. Therefore, we offer this scholarship to children and grandchildren of our clients."



KEVIN HEGEDUS 6

**Prairie Wealth Management
HollisWealth**
Saskatoon, SK

Winner of the Multi-Service Advisor of the Year Award at the 2016 *Wealth Professional* Awards, Kevin Hegedus of Prairie Wealth Management has built an impressive book of business with an AUM to match. Hegedus serves 879 clients, with assets under management of nearly \$366.7 million (representing an

increase of more than \$12 million over the past year).

One key to Hegedus' success in 2016 was a migration toward alternatives, offering his clients greater diversification for their portfolios. "We take a conservative approach, using alternative assets, structured notes and private debt in our portfolios," he says. "We continue to transition clients to our managed program, negotiating lower product fees and providing strong capital preservation in uncertain market and economic conditions."

In addition, Hegedus is a noted supporter of community programs in his home base of Saskatoon, specifically the award-winning Robb Nash Project, which assists nearby high schools.



DAVE LEE 7

**ScotiaMcLeod
Scotia Wealth Management**
White Rock, BC

While Scotia Wealth Management advisor Dave Lee may not have the AUM of many of those on this list, the fact he was able to increase his AUM this year by more than \$65 million – a jump of 174% – means he more than deserves his place among Canada's

premier advisory talent. Last year was a great one for Lee, and 2017 is sure to be busy as well.

Investors who work with Lee are coming to someone with plenty of credentials. In his 12 years in the business, he has earned CIM, CFP and FCSI designations. His focus on providing clients with a complete financial picture also led him to serve as president of the Fraser Valley Estate Planning Council; these days, he also devotes his spare time to work with the Peach Arch Hospital Foundation.



KASH PASHOOTAN 5

**First Avenue Advisory
Raymond James**
Toronto/Ottawa, ON

A new entry to *Wealth Professional's* Top 50 Advisors list, Kash Pashootan finds himself among some esteemed company in our top 10. Splitting his time between Toronto and Ottawa, the portfolio manager at First Avenue Advisory

has distinguished himself in terms of AUM growth, increasing his assets under management by 20% this year. That growth has been aided in part by Pashootan's advantage in being dually licensed to manage investment portfolios for both Canadian and US residents.

With Raymond James for almost nine years and a member of its Chairman's Council since 2011, Pashootan's abilities are well regarded both inside and outside his own professional sphere. He regularly shares his investment insights with various media outlets, including *Wealth Professional*, *The Globe and Mail* and BNN, where he appears on the station's advisor show, Market Call.