



A BRIGHTER FUTURE

200 years in the making

INDIVIDUAL

INSTITUTIONAL

ADVISORS

INDIVIDUAL investors

When choosing a steward for your wealth and your legacy, experience and principles are paramount. With Alex. Brown, you'll benefit from a tradition of integrity that demands we put clients first in all that we do.

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A wealth of insight and expertise

A wealth of insight and expertise

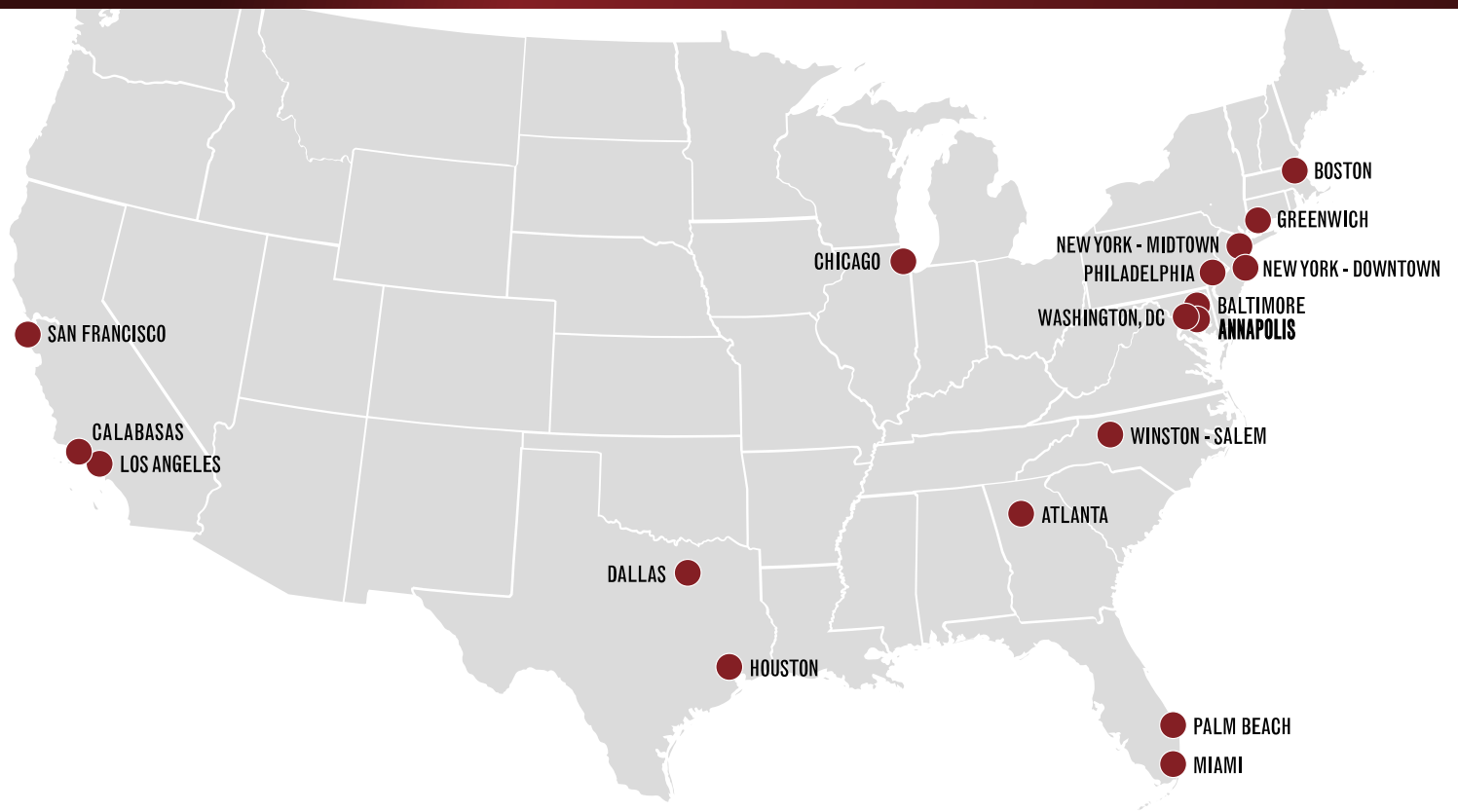
Building on a financial tradition that began in 1800, Alex. Brown excels at the art of creating opportunity for exceptionally successful clients. We combine industry expertise and strategic insight to craft bespoke answers to sophisticated questions.

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A heritage of trust and expertise

A powerful partnership



- 7/1/19 – Alex. Brown completes inaugural Alex. Brown Invitational, donates \$50,000 to PGA Hope
(https://www.raymondjames.com/pdfs/ab/alex_brown_invitational_press_release.pdf)
- 3/21/19 – Alex. Brown welcomes Jon Dayton, veteran client advisor in San Francisco
(<https://www.raymondjames.com/advisor-opportunities/in-the-news/press-releases/2019/03/21/alex-brown-welcomes-veteran-client-advisor-in-san-francisco>)
- 3/13/19 – Barrons' list of Top 1,200 Advisors***** (<https://www.barrons.com/report/top-financial-advisors/1000/2019>)
- 3/2/19 – Forbes' Best-In-State Wealth Advisors* (<https://www.forbes.com/best-in-state-wealth-advisors/#42dc890f291d>)
- 2/28/19 – Alex. Brown welcomes \$190 million client advisor in Greenwich, Connecticut
([https://www.raymondjames.com/advisor-opportunities/in-the-news/press-releases/2019/02/28/alex-brown-welcomes-\\$190-million-client-advisor-in-greenwich-connecticut](https://www.raymondjames.com/advisor-opportunities/in-the-news/press-releases/2019/02/28/alex-brown-welcomes-$190-million-client-advisor-in-greenwich-connecticut))
- 2/14/19 – Alex. Brown welcomes \$113 million client advisor in Boston ([https://www.raymondjames.com/advisor-opportunities/in-the-news/press-releases/2019/02/14/alex-brown-welcomes-\\$113-million-client-advisor-in-boston](https://www.raymondjames.com/advisor-opportunities/in-the-news/press-releases/2019/02/14/alex-brown-welcomes-$113-million-client-advisor-in-boston))
- 1/29/19 – Alex. Brown welcomes \$110 million client advisor in Atlanta ([https://www.raymondjames.com/advisor-opportunities/in-the-news/press-releases/2019/01/29/alex-brown-welcomes-\\$110-million-client-advisor-in-atlanta](https://www.raymondjames.com/advisor-opportunities/in-the-news/press-releases/2019/01/29/alex-brown-welcomes-$110-million-client-advisor-in-atlanta))
- 10/4/18 – Working Mother Magazine's List of Top Wealth Advisor Moms****
(<https://www.workingmother.com/sites/workingmother.com/files/attachments/2018/10/wm-topwealthadvisors2018.pdf>)
- 9/4/18 – On Wall Street's Top 75 Branch Manager List*** (<https://onwallstreet.financial-planning.com/list/top-75-branch-managers-for-2018>)

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*The Forbes ranking of Best-In-State Wealth Advisors, developed by SHOOK Research is based on an algorithm of qualitative criteria and quantitative data. Those advisors that are considered have a minimum of 7 years of experience, and the algorithm weighs factors like revenue trends, AUM, compliance records, industry experience and those that encompass best practices in their practice and approach to working with clients. Portfolio performance is not a criteria due to varying client objectives and lack of audited data. Out of 29,334 advisors nominated by their firms, 3,477 received the award. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be representative of individual clients' experience. Neither Raymond James nor any of its financial advisors or RIA

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****Data provided by SHOOK™ Research, LLC (<https://shookresearch.com/>) as of July 2017.** The Working Mother and SHOOK research ranking is based on an algorithm of qualitative and quantitative data. SHOOK Research considered wealth advisers who are mothers with at least one child living at home and under the age of 18 with a minimum 5 years of industry experience. Ranking algorithm is based on qualitative measures derived from telephone and in-person interviews and surveys: service models, investing process, client retention, industry experience, review of compliance records, firm nominations, etc.; and quantitative criteria, such as assets under management and revenue generated for their firms. Investment performance is not a criterion because client objectives and risk tolerances vary, and advisers rarely have audited performance reports. Rankings are based on the opinions of SHOOK Research LLC. Neither SHOOK nor Working Mother receives compensation from the advisers or their firms in exchange for placement on a ranking. Raymond James is not affiliated with Working Mother or Shook Research, LLC. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be representative of individual clients' experience. Neither Raymond James nor any of its Financial Advisors or RIA firms pay a fee in exchange for this award/rating. For more information see www.SHOOKresearch.com (<http://www.SHOOKresearch.com>). Raymond James is not affiliated with Shook and Working Mothers.

*****On Wall Street's list of the Top 75 Branch Managers On Wall Street highlights the Top 75 branch managers with their Annual Branch Manager Awards.** This year's accolades fall to 75 honorees that have been nominated by their firms and then selected by the editors of the magazine. Nominees must be employees at a major, leading brokerage firm and are evaluated on leadership, dedication to superior client service and their ability to recruit, develop and retain talented advisors. The final honorees were selected by a panel of judges: Isabella Cagnazzo Fonesca, wealth management consultant at research firm Aite Group; David Lo, associate partner and head of U.S. client insight at consulting firm Scorpio Partnership; and Marina Shtyrkov, research analyst at Cerulli Associates, a research firm. Raymond James is not affiliated with On Wall Street, Isabella Cagnazzo Fonesca, David Lo, Marina Shtyrkov, or the organizations these individuals represent. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be representative of individual clients' experience. Neither Raymond James nor any of its financial advisors or RIA firms pay a fee in exchange for this award/rating.

******About SHOOK Research**

As America's only wealth advisor research organization, SHOOK Research recognizes the most outstanding wealth advisors in the business. The firm's host of quantitative and qualitative deep due-diligence measures includes telephone and in-person meetings. The firm shares its best-practices research through conferences and speaking engagements. SHOOK gives back by raising more than \$300 million for the world of philanthropy. For more information, see shookresearch.com.

******METHODOLOGY**

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*******The rankings are based on data provided by over 4,000 of the nation's most productive advisors.** Factors included in the rankings: assets under management, revenue produced for the firm, regulatory record, quality of practice and philanthropic work. Investment performance isn't an explicit component because not all advisors have audited results and because performance figures often are influenced more by clients' risk tolerance than by an advisor's investment-picking abilities. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be representative of individual clients' experience. Neither Raymond James nor any of its financial advisors or RIA firms pay a fee in exchange for this award/rating. Barron's is not affiliated with Raymond James.

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