



# WFP

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### NEW STRATEGY

How Sprott Asset Management reinvented itself as an alternative firm

### ON THE HORIZON

What's next for Horizons ETFs' Howard Atkinson?

### DIGITAL REVOLUTION

The new technology that's making life easier for advisors

# THE TOP



FIND OUT WHO MADE THIS YEAR'S LIST OF CANADA'S TOP-PERFORMING FINANCIAL ADVISORS

## COVER STORY: TOP 50 ADVISORS

# THE TOP



*Wealth Professional* ranks Canada's top-performing advisors

**WELCOME BACK** to the country's most comprehensive ranking of financial advisors in Canada. For the third year running, *Wealth Professional* has crunched the numbers to come up with an exhaustive list of the best-performing advisors in the country.

*WP* launched a survey two months ago, asking advisors to submit basic data about their businesses. The competition was stiffer than ever, as hundreds of submissions came through – and high-quality submissions, at that. We spent six weeks verifying all the data submitted to come up with this year's list.

*WP's* unique formula opts for a scientific approach and is what sets this list apart from other rankings of industry players. We went beyond AUM alone and relied instead on several key metrics of an advisor's performance and success. Our

weighted formula takes into account a slew of variables, from growth in book size and AUM per client to account retention and the addition of new clients. The end result is a list that pinpoints some of the strongest advisors working today's increasingly complex and shifting landscape.

This year, advisors will be striving more than ever to show their value. CRM2 will take full hold in July, and advisors around the country have been preparing for its implications. Demonstrating worth by going above and beyond is the new reality for advisors looking to thrive. The advisors who made this list have all successfully transitioned their businesses and are flourishing now.

And it's interesting to note that the vast majority of advisors on this list operate under a fee-based model. As the debate continues

to rage around embedded commissions versus fees, it appears many top advisors have decided that the fee model is best suited to the new regulatory environment.

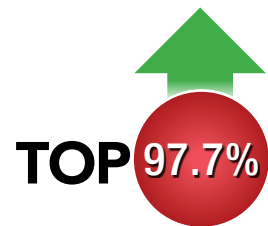
On top of the obvious regulatory issues, turbulent markets also made 2015 difficult for advisors, who had to focus on protecting wealth as well as walking clients through a traumatic period. Other challenges that forced advisors to change and adapt included the rise of robo-advisors; the growth of ETFs; the opening of exempt markets, especially in Ontario; home-country bias; the state of interest rates and the search for yield; China; and the dollar.

This list represents those advisors who successfully navigated their way around these challenges. Congratulations to every advisor included.

## ABOUT OUR SPONSOR

Sprott Asset Management is a Toronto-based asset management company that is dedicated to being the most innovative fund company in Canada.

Through our diversified offering of mutual funds, hedge funds, physical bullion funds and specialty products, we give financial advisors unique investment solutions that can help them to differentiate their businesses and add significant value to their clients' portfolios.



## Top 50 advisors

RETENTION RATE

NAME	COMPANY	LOCATION	AUM GROWTH	AUM PER CLIENT	REVENUE PER CLIENT	CLIENTS AT END OCT 2015	RETENTION RATE	NEW CLIENT GAINED 12MTHS TO END OCT 2015
1. Richard Harold Tanner	RGR Investment Partners	Calgary, Alta.	\$51,600,000	\$3,076,923	\$30,308	65	100%	5
2. Daniel E. Girard	Girard, Pilkey & Associates Wealth Management	Waterloo, Ont.	\$90,000,000	\$1,157,025	\$8,539	363	99.4%	15
3. William Vastis	The William Vastis Wealth Management Group	Toronto, Ont.	\$125,000,000	\$7,272,727	\$27,273	110	100%	8
4. Mark McNulty	McNulty Group	Markham, Ont.	\$21,000,000	\$2,842,105	\$25,263	95	100%	5
5. Reg Jackson	JMRD Wealth Management Team	London, Ont.	\$75,000,000	\$2,250,000	\$11,500	200	92.5%	15
6. Frank Ortencio	Ortencio Group	Markham, Ont.	\$15,000,000	\$937,500	\$11,250	80	100%	5
7. Arthur Salzer	Northland Wealth Management	Toronto, Ont.	\$987,701	\$2,413,769	\$18,192	155	90.6%	10
8. David Barnsdale	Barnsdale & Hussain Wealth Management Group	Mississauga, Ont.	\$5,000,000	\$1,311,475	\$11,606	122	100%	16
9. Gina Macdonald	Macdonald, Shymko & Company	Vancouver, BC	\$22,018,000	\$1,960,475	\$8,644	59	100%	8
10. Elie Nour	Elie Nour Group	Oakville, Ont.	\$84,400,000	\$702,169	\$8,125	415	100%	65
11. Andrew Pyle	The Pyle Group	Peterborough, Ont.	\$15,000,000	\$1,229,167	\$9,417	240	97.9%	5
12. Pravin Kumar	The Pravin Kumar Group	Vancouver, BC	\$4,000,000	\$805,882	\$10,588	170	96.4%	6
13. Wolfgang Klein	The Wolf on Bay Street	Toronto, Ont.	\$30,000,000	\$577,778	\$8,000	225	100%	15
14. Donald A. Daggett	The Daggett Advisory Group	Waterloo, Ont.	\$5,000,000	\$1,000,000	\$8,154	65	100%	7
15. Paul Green	Green Private Wealth Counsel	Woodstock, Ont.	\$25,000,000	\$769,231	\$7,692	130	85.5%	36
16. Cyrella Saunders	Saunders Wealth Advisory Group	Charlottetown, PEI	\$15,000,000	\$583,333	\$8,750	240	78.2%	13
17. Kate Brown	Brown Wealth Management Group	London, Ont.	\$12,600,000	\$815,294	\$7,946	170	97.6%	7
18. Lyle Rouleau	Rouleau Investment Group	Edmonton, Alta.	\$3,000,000	\$1,349,020	\$7,698	255	99.2%	7
19. James S. Durnin	Assante Financial Management	Calgary, Alta.	\$26,506,565	\$509,613	\$5,379	301	100%	18
20. Luke Kratz	The Kratz Financial Group	Victoria, BC	\$8,250,000	\$726,316	\$6,705	190	88.1%	12
21. Sean Baylis	Baylis Wealth Management Group	Calgary, Alta.	\$10,239,869	\$472,337	\$6,386	155	100%	25
<b>22. Rob McClelland</b>	<b>The McClelland Financial Group</b>	<b>Thornhill, Ont.</b>	<b>\$31,330,319</b>	<b>\$492,199</b>	<b>\$5,960</b>	<b>675</b>	<b>97.7%</b>	<b>28</b>
23. Darren Luck	CIBC Wood Gundy Luck Financial Group	Windsor, Ont.	\$0	\$975,610	\$4,878	205	90.7%	10
24. Don Emond	Assante Wealth Management	Cobourg, Ont.	\$31,000,000	\$381,538	\$4,000	325	100%	25
25. Ann Richards	CIBC Wood Gundy	Toronto, Ont.	\$2,958,276	\$648,155	\$4,629	122	97.5%	5
26. Rona Birenbaum	Caring for Clients	Toronto, Ont.	\$18,440,000	\$493,135	\$3,963	267	100%	27
27. AJ Chase	AJ Chase Financial Group	Hamilton, Ont.	\$4,000,000	\$558,824	\$4,191	204	92.5%	7
28. Jason Pereira	Woodgate Financial	Toronto, Ont.	\$8,000,000	\$508,571	\$5,334	350	62.5%	6
29. Robert Roby	The Roby Retirement and Wealth Team	Ottawa, Ont.	\$12,000,000	\$337,079	\$3,652	178	100%	23
30. David J. Ritcey	The Ritcey Team at ScotiaMcLeod	Kentville, NS	\$12,000,000	\$390,244	\$5,024	205	97%	5
31. Ronald Chui	Ronald Chui	Calgary, Alta.	\$51,345,160	\$767,171	\$945	172	100%	90
32. David Little	Little Wealth Management Group	Burlington, Ont.	\$13,000,000	\$339,367	\$3,498	221	92.2%	21
33. Robert Redman	P.B. Fraser and Associates	Ottawa, Ont.	\$5,000,000	\$380,435	\$3,587	184	99.4%	5
34. Greg Milley	The Milley Team	Oakville, Ont.	\$45,000,000	\$300,000	\$1,875	400	100%	200
35. Gary M. Renaud	Life Span Financial Strategies	Ottawa, Ont.	\$14,700,000	\$269,774	\$3,716	708	100%	176
36. Sean Harrell	Trilogy Wealth Management	Winnipeg, Man.	\$17,000,000	\$400,000	\$2,833	300	100%	15
37. Chet Brothers	Brothers & Company Financial	Regina, Sask.	\$2,000,000	\$485,597	\$3,502	243	98.75%	6
38. Rod Tyler	The Tyler Group	Regina, Sask.	\$20,000,000	\$376,471	\$2,941	425	100%	25
39. Ryan Meadows	CIBC	South Surrey, BC	\$12,388,472	\$604,235	\$2,347	285	100%	28
40. Brian Lonsdale	The Lonsdale Financial Group	Ottawa, Ont.	\$10,000,000	\$400,000	\$2,400	300	100%	0
41. Gregory P. Frost	Frost Wealth Management	Waterloo, Ont.	\$5,300,000	\$315,289	\$2,893	242	97.1%	5
42. Joe Figliomeni	KLT Wealth Management	New Hamburg, Ont.	\$2,095,053	\$307,824	\$2,379	309	100%	20
43. Kevin R. Williams	Kevin R. Williams Financial Services	Moncton, NB	\$25,000,000	\$100,000	\$1,067	750	100%	50
44. Allan Small	Allan Small Financial Group	Toronto, Ont.	\$12,000,000	\$286,486	\$2,230	370	100%	20
45. Tony De Thomas	De Thomas Financial Corp.	Thornhill, Ont.	\$15,000,000	\$250,000	\$2,250	800	100%	50
46. Franco Caligiuri	Capital Core Financial	Vancouver, BC	\$25,000,000	\$78,947	\$1,053	950	100%	50
47. Brad Jardine	CIC Financial Group	Ancaster, Ont.	\$11,000,000	\$214,286	\$2,245	490	100%	20
48. Dale Lamb	DKL Financial Services	Kelowna, BC	\$26,617,000	\$147,434	\$2,181	917	89%	104
49. Lorne Kronish	Assante Wealth Management	Montreal, Que.	\$6,000,000	\$294,931	\$1,627	217	100%	3
50. Blair Lukan	Edward Jones	Saskatoon, Sask.	\$9,200,000	\$162,051	\$1,562	390	99.4%	34

# COVER STORY: TOP 50 ADVISORS



**Blair Lukan** 50

Edward Jones  
Saskatoon

Blair Lukan has \$63.2 million AUM and 390 clients, but he still finds time to mentor advisors in Manitoba, Saskatchewan and Northwest Ontario. He's also the growth leader for Edward Jones in those areas, helping industry veterans forge challenging new career paths.



**Lorne Kronish** 49

Assante Wealth Management  
Montreal

After launching his own firm, Lorne Kronish joined Assante Capital Management in 1999. Last year, Kronish racked up \$64 million AUM, with an average of more than \$294,000 AUM per client. He's also been involved in many charitable endeavours, including the Steps Foundation, the Gold Learning Center, and Miriam Home and Services.



**Dale Lamb** 48

DKL Financial Services  
Sun Life Financial  
Kelowna, BC

Dale Lamb racked up \$135 million AUM last year and worked with more than 900 clients. Lamb came from an entrepreneurial family and had an interest in corporate finance from a very early age; by 17, he was already dabbling in the stock market. Over the years, he's developed DKL Financial Services and become one of the top advisors at Sun Life. Lamb has been named Regional Advisor of the Year for Sun Life for four years in a row.

**Brad Jardine** 47

CIC Financial Group  
Aligned Capital Partners  
Ancaster, Ont.

Even with \$105 million AUM and nearly 500 clients, Brad Jardine is getting things done. And his clients are noticing – Jardine boasts a 100% client retention rate. He offers a full-service package to his clients that goes beyond investing and into different elements of a client's financial life, including debt management, saving for retirement, large expenditures, tax planning and estate planning.



**Franco Caligiuri** 46

Capital Core Financial  
Quadrus Investment Services  
Vancouver

As the co-founding partner of Capital Core Financial, Franco Caligiuri brings a wealth of knowledge to the table. That expertise allowed him to rack up \$75 million AUM in 2015. Caligiuri began his career working closely with high-net-worth individuals, and continues to share his passion for success by empowering clients with tools to fast-track their financial freedom.

**Allan Small** 44

Allan Small Financial Group  
HollisWealth  
Toronto

Allan Small had a productive 2015, with \$106 million AUM and 370 clients. The author of the investment guide *How To Profit When Investors Are Scared*, Small has been in the business for nearly 20 years.



**Tony De Thomasis** 45

De Thomas Financial Corp.  
Thornhill, Ont.

With \$200 million AUM and 800 clients, Tony De Thomasis has a lot on his plate. Still, he's constantly researching new methods, avenues, products and services to ensure that he can provide his clients with the best financial service and investment advice possible. He has an open-door policy in his firm, making himself available at all times to any one of his advisors.



**Kevin R. Williams** 43

Kevin R. Williams Financial Services  
Sun Life Financial  
Moncton, NB

Kevin Williams specializes in the family and small business markets. Last year, he had \$75 million AUM, with an average of \$100,000 AUM per client. Williams is an Advocis guest speaker at two different regional schools. He's also involved in his local community and volunteers by sitting

on the board for the United Way of Southeastern New Brunswick.

**Joe Figliomeni** 42

KLT Wealth Management  
HollisWealth  
New Hamburg, Ont.

Joe Figliomeni's \$95 million AUM and 100% client retention rate are even more impressive when you consider the challenges he's faced in changing the format of his branch from sales/performance-oriented to an overall planning firm that deals with wealth, estate, taxation and risk management. Figliomeni has succeeded in educating clients and handling a mature client base, all the while trying to maintain and grow the business.



# COVER STORY: TOP 50 ADVISORS

## Gregory P. Frost

41

Frost Wealth Management  
HollisWealth  
Waterloo, Ont.

Gregory Frost had a good 2015, posting \$76.3 million AUM and an average of \$315,289 AUM per client. Frost is a 28-year veteran of the financial planning field, having spent time as a corporate accountant before entering financial services in 1988. His specialty is creating customized financial solutions for families and business owners using a unique client-focused and solution-oriented financial planning process.



## Ryan Meadows

39

CIBC Imperial Service  
South Surrey, BC

With more than \$172 million AUM and 285 clients, Ryan Meadows is a busy guy. But as a senior financial advisor, he still finds time to mentor peers within the branch to help develop their capabilities and ability to recognize high-value opportunities. In addition to his professional role, Meadows participates in fundraising for the BC Children's Hospital through its annual softball tournament.



## Brian Lonsdale

40

The Lonsdale Financial Group  
CIBC Wood Gundy  
Ottawa

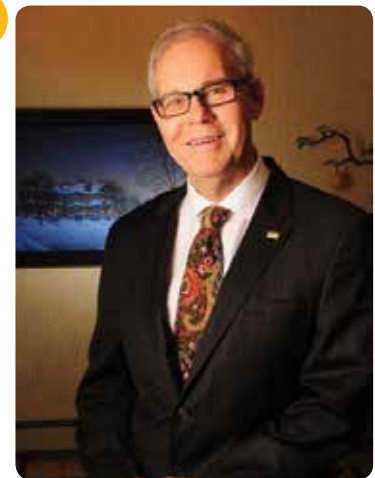
As of October, Brian Lonsdale had racked up \$120 million AUM and 300 clients. Lonsdale works with his clients to identify their unique goals and objectives, then establish a customized plan to attain those goals, using appropriate investment and insurance vehicles to suit their particular needs and risk levels.

## Rod Tyler

38

The Tyler Group  
Peak Investments  
Regina

With \$160 million AUM and a 100% client retention rate, Rod Tyler is a force to be reckoned with. Tyler has been helping families reach their goals and dreams through careful planning and investing for more than 30 years. As a mentor, he also devotes time to sharing his experience, knowledge and leadership skills with other businesspeople. Tyler received the *Wealth Professional* Lifetime Achievement Award at the WP Awards in 2015.



## Chet Brothers

37

Brothers & Company Financial  
Lawton Partners  
Regina

Chet Brothers has dedicated his professional career to educating the public and financial advisors about the importance of comprehensive financial planning, and it's paid off – he had \$118 million AUM in 2015. Brothers also has served his profession as past president of the Institute of Advanced Financial Planners and is currently on the board of the Canadian Institute of Financial Planners.





**Sean Harrell**

**36**

Trilogy Wealth Management  
Quadrus Investment Services  
Winnipeg

Sean Harrell founded Trilogy Wealth Management in 2006 at the age of 30. He specializes in advising hard-working, dedicated people who have unique retirement, estate and investment planning needs. As of October 2015, Harrell had grown Trilogy's AUM to \$120 million, an average of \$400,000 AUM per client.



**Gary Renaud**

**35**

Life Span Financial Strategies  
HollisWealth  
Ottawa

Gary Renaud founded the firm that is now known as Life Span Financial Strategies, where he oversees all operations and is a key part of the firm's growing success; last year, Renaud had \$191 million AUM. Renaud is a member of HollisWealth's President's and Chairman's Club, and has become a recognized leader in the industry.



**Robert Redman**

**34**

P.B. Fraser and Associates  
HollisWealth/Scotia Capital  
Ottawa

Robert Redman had \$70 million AUM last year, at an average of \$380,435 AUM per client. In addition to his professional duties, Redman is a founder of the Finding Hope Foundation and co-organizer of the 100 Holes of Hope, an annual fund-raiser for two hospitals in Ottawa. In three years, he's helped raise more than \$140,000, and is targeting \$100,000 in 2016.



**Greg Milley**

**33**

The Milley Team  
HollisWealth  
Oakville

As a self-employed professional, Greg Milley has significant insight into the challenges faced by those required to create and fund their own retirement. Milley's own professional life means he has a very close affinity to his clients' situations, and they obviously appreciate it - Milley has \$120 million AUM and a 100% retention rate.

# COVER STORY: TOP 50 ADVISORS

## David Little

32

Little Wealth Management Group  
HollisWealth/Scotia Capital  
Burlington, Ont.



David Little closely follows the investment philosophy of his mentor, Warren Buffett. By avoiding gimmicks and ‘flavour of the day’ investment styles, he believes Canadians can achieve unprecedented wealth by owning compounding business machines. The philosophy appears to be working; Little currently boasts 221 clients, with an average AUM of \$339,367 per client. Each year, Little and his team donate time and money to local charities, including the Crohn’s and Colitis Foundation, United Way and Give a Kid a Christmas. His office also runs several workshops throughout the year – called Wine, Women and Wealth – that focus on helping women increase their knowledge about investing, tax planning, estate planning and retirement income planning.



## David Ritcey

31

The Ritcey Team  
ScotiaMcLeod  
Kentville, NS

David Ritcey had an impressive 2015, boasting \$80 million under management as of the end of October. Aside from being one of the country’s leading advisors, Ritcey has spent a lot of time teaching introductory and advanced courses in investment and finance. He was also recently chosen to represent Atlantic Canadian advisors on the national advisory board for his firm.



## Ronald Chui

30

CIBC Wood Gundy  
Calgary

Ronald Chui started at CIBC Wood Gundy in May of 2012 with \$0 AUM. What a difference a few years makes: Today, Chui boasts more than \$131 million AUM. Between October 31, 2014, and the same time last year, Chui also nearly doubled his client base, and he boasted a 100% retention rate.



## Robert Roby

29

The Roby Retirement and  
Wealth Team  
IPC Securities  
Ottawa

Robert Roby is used to success, and last year was no exception. By the end of October 2015, Roby had \$60 million in AUM. But despite the many awards he’s won over his career, Roby’s greatest achievement has been making significant differences in the lives of many of his clients. Roby strives to create a well-balanced life for clients first, then create the wealth to merge with that life’s objectives.



## Jason Pereira

28

Woodgate Financial  
Investment Planning Counsel  
Toronto

Jason Pereira racked up an AUM per client of more than \$508,000 in 2015. Pereira began his career in the financial industry in 1997 in the brokerage business before founding Woodgate Financial Partners with his business partner, James Collins. He serves on the editorial advisory board of the Advisor Group and is a guest lecturer at the Schulich School of Business at York University.





**AJ Chase** 27

AJ Chase Financial Group  
ScotiaMcLeod  
Hamilton, Ont.

With more than 25 years in the industry to his credit, AJ Chase has built a thriving practice that caters to select businesses, families and foundations in Canada. In 2015, Chase had \$114 million in AUM. Not only does he provide tailor-made guidance to help his clients make wise financial decisions, but he's also playing a prominent role in the ScotiaMcLeod Mentoring Program, helping new advisors build their own wealth management practices. Chase has been a long-serving member on ScotiaMcLeod's executive council, and is the recipient of ScotiaMcLeod's prestigious Austin Taylor Achievement Award.



**Rona Birenbaum** 26

Caring for Clients  
Queensbury Strategies  
Toronto

A three-time member of the *WP* Top 50 Advisors list, Rona Birenbaum has more than \$131 million AUM, with an average of more than \$493,000 AUM per client. Birenbaum is the founder of Caring for Clients, and is widely regarded as an industry thought leader. Frequently contacted by the media as a resource on a wide range of financial planning subjects, she also publishes a popular financial blog, Money Insights.

**Ann Richards** 25

RS Wealth Management Group  
CIBC Wood Gundy  
Toronto

With almost \$650,000 AUM per client, Ann Richards is a trusted investment advisor to affluent individuals, corporations and entrepreneurs, offering customized investment and financial planning strategies tailored to meet her clients' individual needs. Richards also volunteers every March with CPA Ontario to prepare tax returns for low-income seniors and immigrants.



**Don Emond** 24

Assante Wealth Management  
Cobourg, Ont.

Don Emond's impressive \$31 million AUM growth in 2015 earned him a place on the top half of our list – and his client-first approach netted him 25 new clients last year. By investing in his business and increasing his team by one new member, he has been able to increase capacity without diminishing service.



# COVER STORY: TOP 50 ADVISORS

## Darren Luck

23

CIBC Wood Gundy  
Windsor, Ont.

With more than \$975,000 AUM per client, Darren Luck serves the complex needs of affluent families, foundations and corporations. On top of his many certifications, Luck credits most of his investment knowledge and expertise to the time he's spent travelling the world to consult on business and finance with leading authorities – such as Warren Buffett and Jeremy Siegel – whose insights he shares with his clients.



## Sean Baylis

21

Baylis Wealth Management Group  
RBC Dominion Securities  
Calgary

Before working in the financial industry, Sean Baylis was an educator in the private school system in Calgary. Judging by the 25 new clients he added in 2015, his passion for financial education and helping clients make informed wealth management decisions is serving Baylis well in his new career. He actively supports many charities through the Rotary Club of Calgary, and has received the President's Circle Award from RBC Dominion Securities.



## Rob McClelland

22

The McClelland Financial Group  
Assante Capital Management  
Thornhill, Ont.

An expert on how to minimize risk and maximize income during pre- and post-retirement stages, Rob McClelland has assisted thousands of investors in achieving their financial goals over the past 20 years. In 2015 alone, he added 28 new clients and more than \$31 million in AUM to his book. McClelland also leads the other advisors at The McClelland Financial Group in helping numerous local charities.



**Luke Kratz** 20  
 The Kratz Financial Group  
 CIBC Wood Gundy  
 Victoria, BC

Luke Kratz's fee-based business has seen recurring revenues improve (his revenue per client is a solid \$6,705) thanks to his strategy of disengaging clients who were inappropriate for his business and adding clients who invest more than \$8,000 per year. This rebalancing of his practice has allowed him to manage his resources and provide a dramatically higher level of advice and service to his clients.



**James Durnin** 19  
 Assante Financial Management  
 Calgary

Impressive AUM growth of more than \$26 million helped allow James Durnin clear the top 20 on this year's list. Durnin has also made major contributions to the industry as a whole, from working with Mackenzie Financial on CRM to submitting letters to the CSA to provide input on various issues.

**Lyle Rouleau** 18  
 Rouleau Investment Group  
 CIBC Wood Gundy  
 Edmonton

Lyle Rouleau began working in the financial services industry in 1994 and joined CIBC Wood Gundy's Edmonton branch in 1998 after four years of building strong client relationships in the Northwest Territories. Today, his practice manages more than \$1.3 million AUM per client. In addition to discretionary managed services, Rouleau and his team offer practical strategies for clients, ranging from institutions with strict, low-risk investment guidelines to advice on portfolios of individual stocks for clients who wish to maintain a level of control over security selection.



**Kate Brown** 17  
 Brown Wealth Management Group  
 RBC Dominion Securities  
 London, Ont.

Kate Brown has been delivering professional, trusted, client-centred financial services since 1981; today, her practice, which provides financial planning and investment advice to high-net-worth individuals and families, boasts more than \$800,000 in AUM per client. Brown is a formal mentor for RBC Dominion Securities young investment advisors and RBC Royal Bank young bankers. She was also named wealth management internal partner for 2015 by Royal Bank regional management.

# TOP 50 ADVISORS



**Cyrilla Saunders** 16

Saunders Wealth Advisory Group  
CIBC Wood Gundy  
Charlottetown, PEI

As her 20-year anniversary in the business quickly approaches, Cyrilla Saunders' practice continues to evolve; she added \$15 million in AUM in 2015 while focusing on providing the right services to the right client. Saunders continues to mentor two junior advisors, and is involved in many initiatives within the two communities she services.



**Donald Daggett** 14

The Daggett Advisory Group  
CIBC Wood Gundy  
Waterloo, Ont.

With an AUM per client of \$1 million, Donald Daggett is currently one of a select number of qualified portfolio managers within CIBC Wood Gundy. He has extensive knowledge in modern portfolio theory, taxation and estate planning, as well as the concerns of small and mid-size businesses. Daggett is an active member of the Rotary Club in the Waterloo Region and co-chaired the first annual Cambridge Rotaries Ribfest.



**Paul Green** 15

Green Private Wealth Counsel  
HollisWealth  
Woodstock, Ont.

Paul Green added 36 new clients and grew AUM by \$25 million in 2015, which helped him land at number 15 on our list. In addition to adding clients to his book, Green also moved clients to the portfolio manager division at HollisWealth. He also has hired and mentored two new staff members, both of whom are pursuing a career in financial planning.



**Wolfgang Klein** 13

The Wolf on Bay Street  
Canaccord Genuity Wealth Management  
Toronto

Strong AUM growth (\$30 million) and revenue per client (\$8,000) helped propel Wolfgang Klein to the number 13 spot. Klein is known for his straightforward, direct approach, and for bringing passion and integrity to each client interaction. He's also a three-time member of the Canaccord Genuity Wealth Management's Chairman's Club.



### Pravin Kumar

12

The Pravin Kumar Group  
CIBC Wood Gundy  
Vancouver

Taking a holistic planning approach, Pravin Kumar has built a successful practice that serves a select group of clients, who have an average of \$805,882 AUM. One of his main goals is helping investors build their portfolios for upside potential and downside protection. His investment strategy is based on creating a globally diversified portfolio that helps scared investors find their courage in today's volatile markets. He also mentors an MBA student at Sauder School of Business and is involved with the United Way.



### Andrew Pyle

11

The Pyle Group  
ScotiaMcLeod  
Peterborough, Ont.

Despite a small client roster, Andrew Pyle still boasts more than \$1.2 million in AUM per client. Over his 25-year career, Pyle has held several senior market analyst positions, advising individual clients, businesses and charitable organizations on financial issues. He has provided economic and investment strategy advice to corporations, central banks and some of the largest investment funds in the world. Pyle also supports various charitable endeavours, including the Peterborough Hospital and groups affiliated with mental health and Down's syndrome.



### Gina Macdonald

9

Macdonald, Shymko  
& Company  
Vancouver

A top 10 finish in AUM per client (\$1.9 million) helped Gina Macdonald land at ninth on our list. Macdonald has been delivering comprehensive financial planning advice for more than 20 years and is regularly contacted as a media expert. A registered portfolio manager, she has provided mentorship through the programs at the YWCA, BCIT and IAFP.



### Elie Nour

10

Elie Nour Group  
Manulife Securities Inc.  
Oakville, Ont.

Elie Nour had a phenomenal year of growth in 2015, adding more than \$84 million in AUM, which easily secured him a spot in the top 10. Over the past year, Nour has invested considerable time and resources educating his clients and the public on the new issues affecting the industry, from regulatory changes and fiscal policies to market changes. Through seminars and Lunch & Learns, Nour has sought to raise financial awareness in his community.

# COVER STORY: TOP 50 ADVISORS

## David Barnsdale

Barnsdale & Hussain Wealth Management Group  
RBC Dominion Securities  
Mississauga, Ont.

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David Barnsdale's AUM per client (\$1.3 million) and revenue per client (\$11,606) cemented his top 10 finish. By focusing on the quality of clients, limiting the number of households and being very selective with new client acquisitions, Barnsdale has streamlined his business to provide the best execution and service possible. His extensive experience in tax reduction provides unmatched expertise and access to solutions for his clients, which include many corporate executives, professionals and business owners.



## Frank Ortencio

Ortencio Group  
Richardson GMP  
Markham, Ont.

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With two decades of financial services experience under his belt, Frank Ortencio has combined a comprehensive understanding of products with expertise in portfolio management and tax-efficient investing, which helped him score \$15 million in AUM growth in 2015. His disciplined process ensures that emotions do not get in the way of successful investing, resulting in properly diversified, customized portfolios tailored to the specific needs of each of his clients. He was also the first portfolio manager to execute trades using platform-traded funds (PTF) with Invesco, allowing bulk trading in mutual funds. He gives back to his community as a Foundation Board member of the Rouge Valley Health System at Centenary and Ajax Pickering Hospital, and has been the chair of the planned giving committee for the last seven years.



## Arthur Salzer

Northland Wealth Management  
Toronto

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Arthur Salzer has successfully brought the family office model north of the border, claiming more than \$2 million AUM per client. As the CEO and CIO of Northland Wealth Management, Salzer is the firm's chief visionary – developing and implementing the firm's strategic plan, as well as overseeing all of the company's operations and investments. Salzer also advises many of the firm's largest and most complex clients.

## Reg Jackson

JMRD Wealth Management Team  
National Bank Financial  
London, Ont.

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Reg Jackson made the top five on our list thanks to AUM growth in 2015 of \$75 million and equally impressive numbers of AUM per client and revenue per client. As the co-CEO of JMRD Wealth Management, which manages more than \$1 billion in assets, Jackson has established himself as one of the top advisors in the country. Not only does he specialize in daily portfolio management and monitor the markets and the resulting effects on portfolios, but he also manages the sales operations of the London branch and marketing and strategy of the JMRD team.





### Mark McNulty

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McNulty Group  
HollisWealth  
Markham, Ont.

Mark McNulty's strong numbers in AUM per client (\$2.8 million) and revenue per client (more than \$25,000) cemented his place in at number four. McNulty has created a thriving practice serving Ontario dentists, helping them transition from a life of successful practice to a stress-free retirement. He is also the author of *The Transition Coach 2.0: A Canadian Dentist's Guide to a Perfect Retirement* and *The \$6 Million Dentist*.

### William Vastis

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The William Vastis Wealth Management Group  
RBC Wealth Management Dominion Securities  
Toronto

Claiming bronze, William Vastis scored in the top five in several categories, including an impressive \$125 million AUM growth. With extensive experience in helping business owners and innovators, Vastis specializes in sudden wealth management strategies. He pioneered an approach specifically for business owners who face retirement. In addition to his thriving practice, Vastis and his daughters raised funds and staged their own performance, called

The Wickedly Frozen Spectacular, to help support A BroaderWay Foundation, which is dedicated to offering girls from urban communities an outlet for self-expression and creativity through arts-centred programs.

### Daniel Girard

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Girard, Pilkey & Associates Wealth Management  
CIBC Wood Gundy  
Waterloo, Ont.

Placing in the top five for AUM growth and revenue per client as well as the top 10 for AUM per client, Daniel Girard claimed second place on this year's list. With extensive knowledge in modern portfolio theory, taxation, estate planning, and small and mid-size business concerns, he has focused his practice on comprehensive financial planning and sophisticated investment management to help clients make the most of their financial resources.



### Richard Harold Tanner

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R&R Investment Partners  
CIBC Wood Gundy  
Calgary

Richard Harold Tanner nabbed first place overall by placing in the top five for AUM growth, AUM per client and revenue per client. Tanner has been involved in the investment industry for more than 30 years in various capacities, including as branch manager and Alberta trading officer. As an active investor in the stock, real estate and hard asset markets, he provides practical, firsthand experience and advice on clients' complex wealth management issues. His many years of involvement with nonprofit organizations influenced him to help them with sustainability. To that end, he has put together a Giving Team of experts in trust, tax, legal, planned giving, portfolio management and board governance to help make a long-term difference to his nonprofit clients.

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