

THE TOP



WP ranks Canada's top-performing advisors

Here it is – Canada's most comprehensive list of top-performing advisors. For two months this past fall, WP ran a survey asking Canadian advisors to submit basic data about their practices. We received hundreds of entries, and over the holidays, we crunched the numbers. The result is this: The second annual WP Top 50 Advisors list. Congratulations to those who've made the cut – it's by no means a small feat.

As the wealth management industry matures, so does the calibre of sophisticated, successful advisors in this country. The challenges they confront are legion: low interest rates, market volatility – the list

goes on. But hopefully this ranking of star performers will serve as an example to those looking to figure out how best to juggle client and business objectives in these hectic times. The practices captured on this list embody the kind of business models that all Canadian advisors aspire to achieve. Each member of the Top 50 can, in fact, be held out as a solid example of a business model that works to satisfy client demands and needs. Their numbers bear out the assertion.

This year, you'll notice a few tweaks to our list. Over the last 12 months, we heard back from many in the industry, resulting in some changes in the



way we calculate the Top 50 list. We used a combination of different quantitative criteria to decide which advisors would make it into the Top 50 – assets under management, revenue contributed to the business and AUM per client.

One other change to the list is that we've added a couple of supplementary rankings – one for fee-based advisors, and another for those who run their practice on an embedded comp model. What model is 'correct' is a matter of heated debate, but it is our policy to emphasize that there is a place (and need) in the industry for competing approaches to compensation. Today, it sometimes seems, the easy opinion is to suggest that all advice should be fee-based. But at some point, this could cut off many middle-income Canadians from access to advisor services – is this necessarily a good thing? As the Canadian financial advisory industry enters a unique

round of change, this debate is far from over.

The other issue we heard from advisors is that overall book size had declined a bit since last year, as advisors revamped their practices to work under the new CRM2 regulations. Congratulations to the advisors who worked through this issue but still made it on to the list.

Keep in mind that this is an annual list – we'll be back next year. We are looking for input from the industry for tips and suggestions we should apply to the generation of this list. This is your list, so we'd love to hear from you concerning methodology.

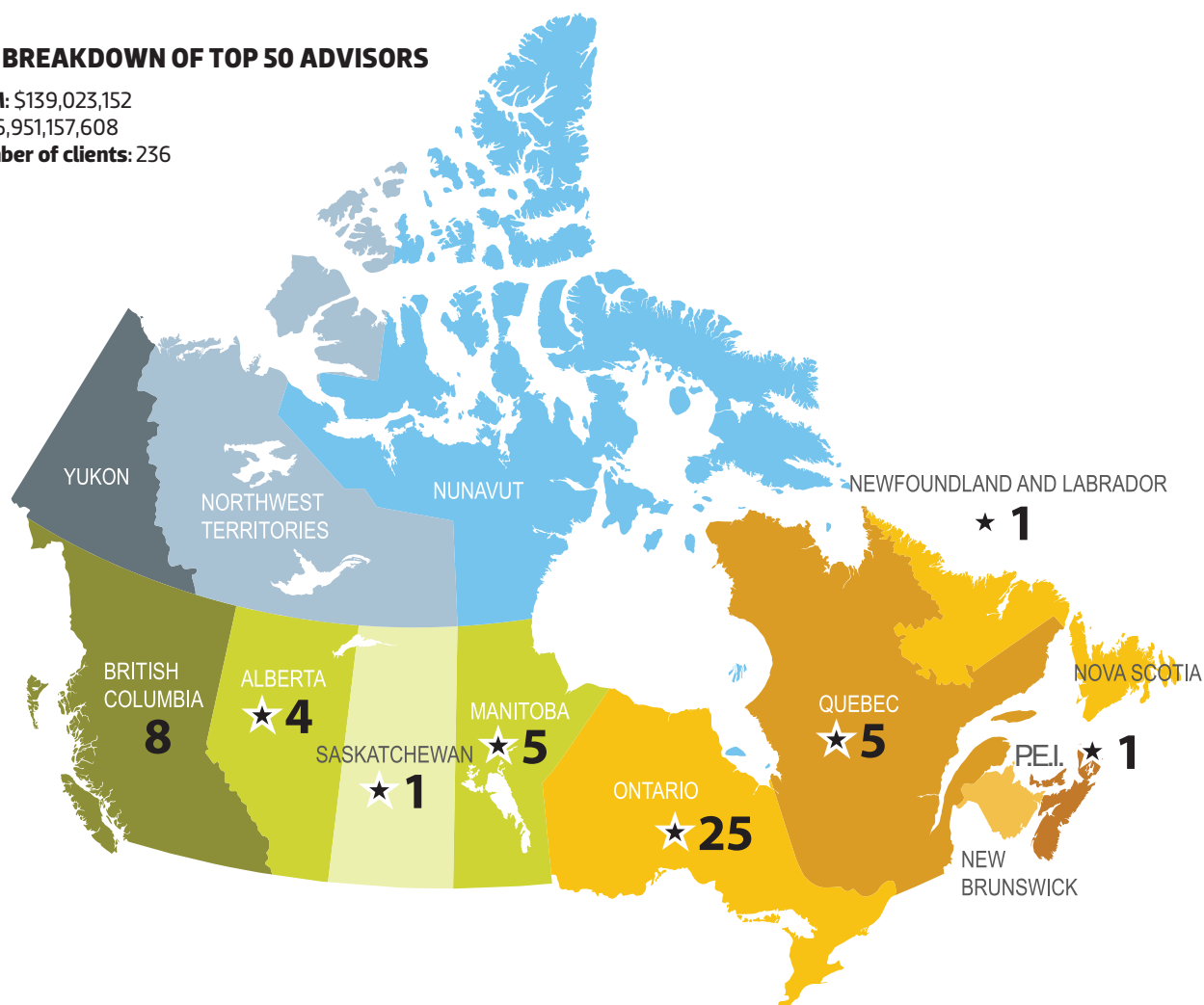
Again, congratulations to those who made the list, especially those who made it into the top 10. These are the advisors who are not shying away from the challenges of 2015, but instead are charting a successful path through the current economic volatility.

REGIONAL BREAKDOWN OF TOP 50 ADVISORS

Average AUM: \$139,023,152

Total AUM: \$6,951,157,608

Average number of clients: 236



Top 5 advisors by assets (fee-based)

RANKING	NAME	COMPANY	BROKERAGE/DEALER GROUP NAME	LOCATION
1	Reg Jackson	JMRD Wealth Management Team	National Bank Financial	London, Ont.
2	Lyle Rouleau	Rouleau Investment Group	CIBC Wood Gundy	Edmonton, Alta.
3	Arthur C. Salzer	Northland Wealth Management		Markham, Ont.
4	Robert McClelland	The McClelland Financial Group		Thornhill, Ont.
5	Eric Muir	Muir Investment Team	Raymond James Ltd.	Burnaby, B.C.

Top 5 advisors by assets (embedded compensation)

RANKING	NAME	COMPANY	BROKERAGE/DEALER GROUP NAME	LOCATION
1	Wayne Townsend	Lawton Partners		Winnipeg, Man.
2	Diane McCurdy	McCurdy Financial Planning Inc.	Quadrus	Vancouver, B.C.
3	Shafik Hirani	Shafik Hirani's Private Wealth Management Practice	Investors Group	Calgary, Alta.
4	Susan Andrighetti	The Andrighetti Group	CIBC Wood Gundy	Toronto, Ont.
5	Cory Tucker	CIBC Imperial Service	CIBC Investor Services	Winnipeg, Man.

Top 10 advisors (increase in AUM 2013 to 2014)

RANKING	NAME	COMPANY	BROKERAGE/DEALER GROUP NAME	LOCATION
1	David Sutherland	CIBC Wood Gundy		Toronto, Ont.
2	Rob Tetrault	Rob Tetrault Wealth Management Group		Winnipeg, Man.
3	Jeff Ber	Ber Wealth Management	ScotiaMcLeod	Calgary, Alta.
4	Cyrilla Saunders	Saunders Wealth Advisory Group	CIBC Wood Gundy	Charlottetown, P.E.I.
5	Elie Nour	Elie Nour Group	Manulife Securities	Oakville, Ont.
6	Gene Kim	Summit Private Wealth	Manulife Securities	Montreal, Que.
7	Arthur C. Salzer	Northland Wealth Management		Markham, Ont.
8	Shafik Hirani	Shafik Hirani's Private Wealth Management Practice	Investors Group	Calgary, Alta.
9	Tom Pownall	Sigma Wealth	ScotiaMcLeod	Vancouver, B.C.
10	Lyle Rouleau	Rouleau Investment Group	CIBC Wood Gundy	Edmonton, Alta.



Reg Jackson

JMRD Wealth Management Team
National Bank Financial
London, Ont.

AUM growth YoY: 17%

It's hard to think of another advisor with as complete a series of credentials as Reg Jackson. He graduated from the University of Western Ontario, then followed that up with three more years of financial and economic studies. He gained 18 years of experience as a wealth manager and eight years as a branch manager in London, Ont. Today, he's a vice president and portfolio manager with National Bank Financial, as well as a Fellow of the Canadian Securities Institute (FSCI), a Financial Management Advisor (FMA), a Certified Investment Management Analyst (CIMA) and, most recently, a Chartered Strategic Wealth Professional (CSWP). Oh, he also has his Level 2 Life Insurance license, is a Personal Financial Planner (PFP) and is fully licensed to provide investment advice in many US states.



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A professional headshot of Arthur C. Salzer, a man with short brown hair and a light beard, wearing a dark suit, a blue and white striped shirt, and a light blue tie. He is smiling slightly and looking towards the camera.

"Always put your clients' needs above your firm or your own – you will never go wrong"

– Arthur Salzer

Arthur C. Salzer
Northland Wealth Management
Markham, ON
AUM growth YoY: 39%

Northland is just a couple years into its corporate history – but what a debut this ambitious company is making. The firm's founder and principal, Arthur Salzer, is rapidly becoming a recognized expert on managing family wealth. The asset mix at Northland rivals that of some of the country's large pension funds, and includes private equity, real estate and hedge funds. Approximately 65% of the portfolio is in non-public-market investments with redemption schedules that stretch out three to 10 years. There is no day trading or low-rent portfolio churning going on here – this is refined, considered, long-term estate wealth generation.



Tom Pownall
Sigma Wealth
ScotiaMcLeod
Vancouver, BC
AUM growth YoY: 27%

Tom Pownall's practice, Sigma Wealth, applies a "360 degree" investment approach to client wealth.

The firm will allocate money across the full spectrum of investments, from indices to options to high yield bonds to sophisticated products. "We are always looking for ways to achieve asymmetrical risk-reward investments and keep a keen eye on the fees our clients pay," Pownall says. "We know that over time high fees will erode their returns and can be an obstacle to some clients hitting their goals or maintaining their lifestyle. He meets regularly with clients. For each meeting, his office prepares an individual report two to three days in advance. A written agenda is delivered to the clients ahead of the meeting, allowing them to assess their goals against the current trajectory and make changes as required. His office also puts on regular non-financial seminars from numerous different sources, from sports psychologists to wine experts. His big issue today is "deploying the cash we have into risk adjusted cash flowing investments. Our clients need income, and this low-interest rate environment penalizes the savers who we represent." Best advice to other advisors? "Be curious, read, and formulate your own opinions. Understand financials, really understand them before you make any recommendations. Be honest – truthfully disclose the costs and the risks of what you are recommending."

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Adam Batstone

Batstone Irwin-Lewis Private Wealth

"I help my clients achieve peace of mind by providing trusted advice and personalized solutions to meet their financial goals," says Batstone, who first joined ScotiaMcLeod in 2007 as an investment executive on a large wealth management team. In 2008, he took a leap of faith and started his own wealth management practice. By mid-2013 he had merged his rapidly growing practice with a colleague to form Batstone Irwin-Lewis Private Wealth.



Lyle Rouleau
Rouleau Investment
Group
CIBC Wood Gundy
Edmonton, Alta.
AUM growth YoY: 26%

Arguably, there is no advisor in this country with a practice spanning more geographical space than Lyle Rouleau's Edmonton-based practice. Unable to find employment in Alberta after graduating from university in the late 1980s, Rouleau made a bold decision to move to the far north.

He began working for a federally funded program designed to help create jobs in small business, then got a job with CIBC as a manager of commercial business. His keen interest in the investing and financial planning side of the business came to the forefront of many of his relationships. "As I worked with my CIBC clients in Inuvik and Yellowknife, I came to the realization that there was a strong need for unique and sophisticated investment, financial and estate planning for Northerners," Rouleau says.

With this in mind, he transferred from CIBC's Yellowknife branch to CIBC Wood Gundy in Edmonton in late 1997, but he made a conscious decision to continue to service the investment needs of his clients in the North. He still has a large number of clients located in the Northwest Territories and Nunavut. "The requirements of Northern clients can be quite different than those for clients in other parts of the country," says Rouleau, "and I have to stay on top of their evolving needs."

"I started my career as an investment advisor with CIBC Wood Gundy 17 years ago, and it is amazing to see how many clients have accomplished so many goals in their own unique financial journey. I am now at a point where I can recall like it was yesterday opening RESP accounts for clients early in a relationship, and now these same clients are withdrawing from their plans and putting their children through university," Rouleau says. "It sounds like a cliché, but you have to listen to the needs and objectives of every single client and tailor your advice depending on what they are telling you."



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Darren Luck
Luck Financial Group
CIBC Wood Gundy
Windsor, Ont.
AUM growth YoY: 11%

Darren Luck's Windsor-based office is progressive when it comes to client reporting. Luck has developed "Wealth Tracks," a monthly statement that he calls a "state-of-the-art" consolidated report that summarizes what matters most to discerning investors. Designed to complement the mandated monthly statement, the report provides information on how much money was initially invested, what the investments are worth today, how much money has been made or lost since inception, time-weighted returns, dollar-weighted returns, compounded rates of return, cash income earnings trend, asset allocation, and a summary of insurance-based holdings. The report is being produced well in advance of the new CRM reporting requirement. "Clients love getting cheques and hate getting bills – make sure you send them more cheques than bills," Luck advises.



Michael Thor
Thor Wealth Management
Group

Thor specializes in managing the complex financial affairs of successful individuals, corporate investment accounts and trusts in downtown Toronto. Born and raised in Ottawa, Thor began his career in the financial services in 1991 as a bank manager. In 1995, Thor moved to Midland to follow his passion for investment management, joining TD Wealth as a portfolio manager in 2005.

John J. De Goey
BBSL

Returning to WP's Top 50

Advisors list for the second straight year, De Goey has literally written the book on how the financial advisory business is transforming itself into a true profession. "My focus is on building diversified portfolios that offer superior long-term, client-specific, risk-adjusted, after-tax, after-cost returns," DeGoey says. His core philosophical beliefs centre around encouraging significant market efficiency and the importance of cost minimization – all while respecting client viewpoints on these and other matters.



Fred Hurdman
Hurdman and Associates

Hurdman has earned numerous designations, including Certified Financial Planner (CFP), Chartered Life Underwriter (CLU), Chartered Financial Consultant (CHFC) and Canadian Investment Manager (CIM). He's spent the last 36 years plying that knowledge, but his focus has remained unchanged: helping clients plan for and achieve financial health.

Sophie Lalonde
Delgaty Lalonde Financial Group

Lalonde holds a bachelor of commerce degree from Concordia University. She is a Certified Investment Manager (CIM) and Chartered Strategic Wealth Professional (CSWP), as well as a Fellow of CSI (FCSI).



Pravin Kumar
Pravin Kumar Group
CIBC Wood Gundy
Vancouver, B.C.
AUM growth YoY: 4%

The Pravin Kumar Group has been providing advice to Vancouver-area clients since 1993. Kumar sat on the President's Council in the years 1995-1997, 1999, 2002-2007, 2009. He has been on the Chairman's Council in 1998, 2000, 2010 and 2011. He is also on the Advisory Council to Management. His personal experience has been that existing clients are great advocates, and referrals from clients and centres of influence (COI) are the best source of new clients. "Work hard, become discretionary licensed and develop a business model based on low fees, and regularly communicate with your client base," he advises.

A professional portrait of Eric Muir, a middle-aged man with short brown hair and glasses, wearing a dark blue suit, a light blue patterned shirt, and a blue patterned tie. He is standing in an office with large windows in the background, looking directly at the camera with a slight smile.

Eric Muir

Muir Investment Team

Eric Muir, a 25-year industry veteran, is founder of the Muir Investment Team of Raymond James Ltd. Muir is a Canadian Investment Manager (CIM) and a Fellow of CSI (FCSI), as well as a top investment advisor and an Accretive Elite Advisor. He was awarded the Wealth Management Award of Excellence for Western Canada in May 2013 from his previous bank-owned firm, and he was a 2010 Finalist for the Burnaby Business Man of the Year Award.

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AJ Chase

AJChase PrivateWealth Group

Chase is a senior wealth advisor who provides private wealth management to select businesses, families and foundations in Canada. Chase joined ScotiaMcLeod in 2003 and has spent more than 23 years in the banking and investment industry. Before joining ScotiaMcLeod, Chase was a top-ranked financial planner for a Canadian chartered bank.

Wolfgang Klein

Canaccord Genuity
 Wealth Management

Returning to WP's Top 50

Advisors list for the second straight year, the Bay Street executive, investor and media analyst has made a career of providing clients with sound business advice and investment strategies. Working with Jack Hardill, Klein manages all forms of accounts, including RRSPs, TFSAs, RESPs, Cash and Margin Accounts, Trust Accounts, Pledge and Corporate Accounts.



Gordon Stockman

Efficient Wealth
 Association

Stockman has been helping clients avoid the pitfalls and embrace the advantages of a well-developed but complex financial system for several years. Stockman has experience in financial planning, estate planning and trusts, and strategic asset allocation.



Kirk Brugger

Brugger Wealth Management

Brugger specializes in full financial planning for his HNW

clients, including corporate structure, estate planning and tax planning. Brugger has been elected to the national advisors board for both of his investment dealerships – TWC Financial and FundEx Investments. He also served on the executive board of the Keystone Centre as the director of finances and is the past president of the Brandon University Alumni Association.



Laurie Bonten
The Bonten Wealth Management Group

As a senior vice president and senior investment advisor at National Bank Financial for the last 12 years, Laurie Bonten and her team pride themselves on tailoring solutions to specific client needs. Bonten offers each of her clients a personalized approach and customized investment portfolio, and recommends complementary financial products and services.

Gene Kim
Summit Private Wealth

Returning to the WP Top 50

Advisors list for the second straight year, Kim has built a wealth management business created on a foundation of trust, leadership and vision. Kim helped fill a void in the financial industry by offering personalized holistic counsel to HNW clients and SME businesses across Canada.



Peter Hodgson
Hodgson and Associates

With more than 26 years of experience on three continents, Hodgson's experience spans asset management, investment brokerage, private and professional banking. He holds the Chartered Financial Analyst (CFA) designation, is a Fellow of the Canadian Securities Institute (FCSI), and is a Life Insurance Advisor.



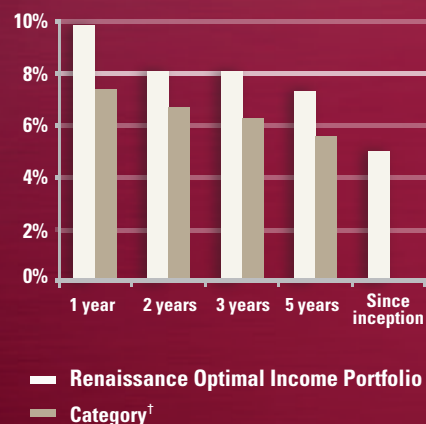
Rob Tetrault
National Bank Financial

After graduating from law school at the University of Toronto, Tetrault worked as a litigation lawyer at Aikins MacAulay Thorvaldson. After that, it was on to business school. Today, Tetrault is an award-winning portfolio manager for a stable of high-net-

worth clients. Redefining the practice of portfolio management through transparency, honesty and dedication, Tetrault is a devoted member of his community.

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David Ritcey
Scotia McLeod

Ritcey has been with ScotiaMcLeod for 21 years. As a licensed portfolio manager, Ritcey has the discretion to make investment decisions on a client's behalf should a client desire to fully delegate day-to-day portfolio management – he is one of very few ScotiaMcLeod advisors across Canada to have this capability.



David Sutherland
CIBC Wood Gundy

For the past 14 years, Sutherland has managed assets for high-net-worth clients through the most volatile and rapidly evolving markets in history. As a CIBC Wood Gundy investment advisor, Sutherland's education and expertise are supplemented by the research and resources of CIBC, one of Canada's largest and most respected financial institutions.

Wayne Townsend
Lawton Partners

With more than three decades of experience, Lawton specializes in helping clients make smarter decisions about their money. As a trusted advisor and business entrepreneur, Lawton utilizes his considerable knowledge and expertise in developing strategies in four key areas: wealth enhancement, wealth transfer, wealth protection and charitable gifting.

Chet Brothers
Brothers and Company Financial

Another second-time member of WP's Top 50 Advisors list, Brothers formed Brothers & Company Financial, an independent financial planning and wealth management firm, in 1994 after spending a number of years at the wealth management subsidiary of a large Canadian financial institution. Brothers & Company won the Saskatchewan Better Business Bureau Torch Award in 2006 and was a finalist in 2013.

Lorne Kronish
Assante Financial Management

After launching his own firm (Kronish De Groisbois Inc.), Kronish joined Assante Financial Management in 1999. Kronish has worked with Giant Steps Foundation, The Gold Learning Center, and Miriam Home and Services, and has been an active member of the JPPS Bialik finance committee for the last two years.



Cyrilla Saunders
Saunders Wealth Advisory Group of CIBC Wood Gundy

Returning to WP's Top 50 Advisors list for the second straight year, Saunders is a passionate champion of her clients' best interests. A financial services professional since 1996, she has the wisdom, knowledge and experience to provide consistently sound guidance on matters pertaining to wealth.



Rona Birenbaum
Caring for Clients

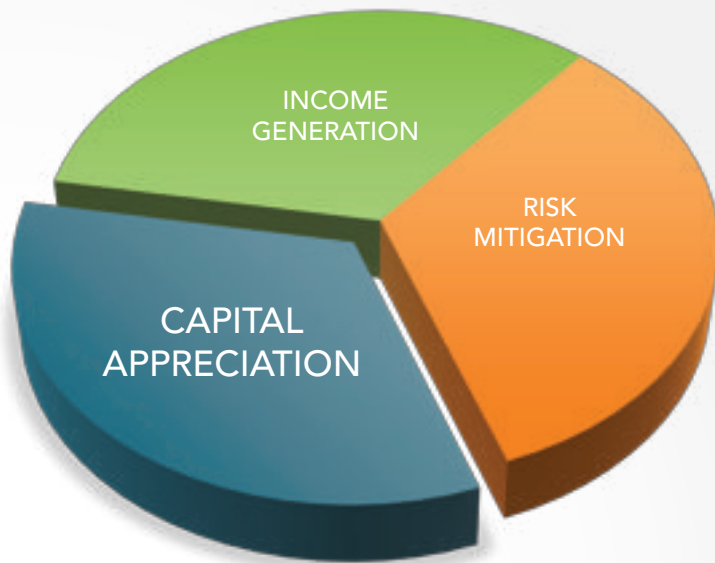
Founder of Caring for Clients and a second-time member of the Top 50 Advisors list, Birenbaum has imbued her firm with a holistic approach focused on a fee-for-service model. “A financial plan encompasses your cash flow, your retirement, your investments, your estate, your risks, your taxes and your progress towards your goals,” she says.



Shafik Hirani

Shafik Hirani's Private Wealth Management Practice

Shafik Hirani has been with Investors Group since 1996. During that time, he has been the recipient of some of Investors Group's most prestigious awards. "In today's society, so many people neglect taking an active interest in their financial picture," he says. "I take great pride in the success of clients and have always had great enthusiasm and passion for what I do."



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			1yr	2yr	SI	Up Capture	Down Capture	Sortino Ratio
CANADA	FXM	First Asset Morningstar Canada Value Index ETF	7.55	18.81	16.84	112.78	54.82	1.73
	WXM	First Asset Morningstar Canada Momentum Index ETF	16.92	22.05	18.19	113.13	67.16	1.42
U.S.A	XXM	First Asset Morningstar US Value Index ETF (CAD Hedged)	16.20	N/A	21.93	144.42	104.99	1.27
	YXM	First Asset Morningstar US Momentum Index ETF (CAD Hedged)	5.99	N/A	13.12	131.88	111.42	0.83
INTL.	VXM	First Asset Morningstar International Value Index ETF (CAD Hedged)	NEW ETF			128.45	85.84	0.74
	ZXM	First Asset Morningstar International Momentum Index ETF (CAD Hedged)	NEW ETF			109.98	66.43	0.77

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Kate Brown

Brown Wealth Management Group of RBC

Kate Brown has been delivering professional, trusted, client-centred financial services to high-net-worth individuals and families since 1981. A graduate of the MBA program at the Richard Ivey School of Business, University of Western Ontario, she is a Certified Financial Planner (CFP), a Fellow of the Canadian Securities Institute (FCSI) and holds the Financial Management Advisor (FMA) and Certified International Wealth Manager (CIWM) designations.

Diana Bristow

Bristow Financial Group

After 16 years with BMO Nesbitt Burns, Bristow left her position as vice president and senior financial advisor to become an independent agent. After an exhaustive search, Bristow found that Raymond James was most aligned with her beliefs and offered the best valued products and services for her clients' needs. More than 90% of her clients are a result of referrals from other satisfied clients.

**Brian Lonsdale**

Lonsdale Financial Group

With more than 15 years of investment experience, Lonsdale provides sound technical expertise and is responsible for the team's financial planning and discretionary portfolio management. Returning to WP's Top 50 Advisors list for the second straight year, Lonsdale is qualified to assist clients in setting up unique investment and estate planning strategies to attain their goals.

Ted Rechtshaffen

TriDelta Financial

Ted Rechtshaffen moved from the consulting side of the mutual fund industry to servicing clients directly when he joined RBC Dominion Securities in marketing and business development. He was promoted to VP of Strategic Initiatives before leaving to launch TriDelta Financial, a firm built to minimize the bias and conflict found in most areas of Canadian financial services. TriDelta has built on its reputation for providing dispassionate and holistic financial advice.

**Jeff Ber**

Ber Wealth Management

As a wealth advisor, Ber brings an in-depth knowledge of markets and the economy, but his impressive numbers may speak more directly to his diligence on behalf of his clients' short- and long-term financial goals. Ber's portfolio management strategy is based on regular client contact, listening to and understanding clients' articulated needs, and bringing quantitative research and analysis to bear on his counsel.

**Scott Plaskett**

Ironshield Financial Planning

Plaskett's passionate belief in the power of a written financial plan, as well as his commitment to independent advice, led him to start his own firm in 1993. Today, Plaskett is the senior financial planner and CEO of the fee-based firm Ironshield Financial Planning.

**Martin-Charles Plouffe**

National Bank Financial

As a portfolio manager with National Bank Financial, Plouffe prides himself on responding to his clients' growing and complex needs. "We do a comprehensive review of our clients' affairs and put together a roadmap prioritizing strategies to help them grow their capital, protect their assets and plan for the future," he says.



Lewis Rosen

Rosen Group Private Wealth Management

Rosen is a senior vice president with the private client group at Raymond James, where he has been recognized as a top-performing investment advisor and has been honoured as a member of their Chairman's Council. Rosen can be heard weekly on his "Smart Money" radio show on CJAD 800 AM and is highly sought after for his customized tax reduction strategies for Montreal's high-net-worth community.



Sybil Verch
The Verch Group

Sybil Verch is passionate about helping women take control of their finances. In 2014, Verch was named Business Person of the Year by the Greater Victoria Chamber of Commerce in recognition of her business acumen, dedication to mentoring others in business and her tireless involvement in the community. In addition, she serves as chair of the Victoria YM/YWCA board of directors and volunteers her time in support of the Peter B. Gustavson School of Business. Verch is also chair of the Women's Advisory Council at Raymond James and plays an active role in mentoring women in finance.

Elie Nour
Elie Nour Group

"I invest money you can't afford to lose," says Elie Nour. During his nine years at Manulife Securities, he rose to become one of the country's leading investment advisors. From 2008 to 2010, he was ranked in the top 1% of advisors and reached the #1 position in 2011. Nour chalks up his success up a disciplined and conservative approach to investing, with an emphasis on tax reduction, a dedication in servicing his clients and leveraging of his network of expert financial professionals to better serve his clients' financial needs.

Luke Kratz
The Kratz Group at CIBC Wood Gundy

Creator of The Total Confidence Program, Kratz remains devoted to the system, which uses a Simple Signal System to answer questions, making sure clients get on track and remain there as a way of protecting lifestyle and independence. "In retirement, wealth is the absence of financial worry, an income you don't outlive and a meaningful legacy to the people you love or an institution you care about," he says. "The hallmark of wealth is confidence. It doesn't matter how much money you've got; if you've got worries, you're not wealthy." This is Kratz's second appearance on the WP Top 50 Advisors list.



Tim Niblett
Tim Niblett/Cuttaxes

Niblett's practice creates, implements, monitors and adjusts tax-advantaged investment, insurance and mortgage solutions for clients. His philosophy is, "You can get everything you want out of life helping others get what they want."



Cory Tucker
CIBC Imperial Service

As a senior financial advisor and retirement specialist at CIBC Imperial Service for the past 21 years, Cory Tucker is dedicated to providing solutions for people entering a key phase of their lives: retirement.



Susan Andrighetti
The Andrighetti Group

Susan Andrighetti and her team provide financial planning and investment solutions for affluent clients and their families and friends. The McMaster graduate has been an influential member of national advisory councils for several financial product manufacturers, including Fidelity Investments, Dynamic Funds, Mackenzie Financial Corporation, Aston Hill Financial and CIBC Asset Management.





Don Emond
Assante Financial Management

Emond is a senior financial advisor with Assante Wealth Management Ltd in Cobourg, Ont. With more than 20 years' experience serving his community, Emond has developed a unique service offering that is very much a client-first approach to financial planning.

Brendan Donahue
Manulife Securities

Donahue is part of a hard-working team that is focused on providing exceptional customer service. He was formerly a HSBC Securities investment advisor before he established a branch at Manulife.



Ryan Meadows
CIBC Imperial Investors
Services

For the last seven years, Meadows has provided solutions for his clients at CIBC Wealth Management. Based out of Langley, BC, Meadows manages all facets of the financial needs of the clients in his portfolio.



John Woodfield
Raymond James

Woodfield is a 20-year-plus veteran in advising individuals and their families. He helps clients create income, protect assets and ensure that they transition through retirement into financial comfort. Woodfield is also the author of the book *Your Ultimate Guide to Investment and Wealth Management*.

Tim Pritchard
The Pritchard Wealth Management Group

With more than 17 years of experience in the investment industry, Pritchard has dedicated his time to building relationships based on trust through his insight and ability to recognize the unique needs and goals of each client. Always active in his community, Pritchard was awarded a Civilian Citation Award by the Durham Municipality's Commissioners of Police Board, in grateful acknowledgment of outstanding services and unselfish assistance rendered in the preservation of peace and order.



Robert McClelland
The McClelland Financial Group

McClelland is the founder of The McClelland Financial Group and a senior financial planner and co-branch manager of Assante Capital Management. An expert on how to minimize risk and maximize income during pre- and post-retirement stages, McClelland has helped thousands of investors achieve their financial goals over the past 20 years. Prior to embarking on his career in the financial services industry, McClelland was a senior executive for a successful Canadian retailer.



Donald A. Daggett
Daggett Advisory Group
CIBC Wood Gundy
Waterloo, Ont.
AUM growth YoY: 23%

Daggett prides himself on always putting clients first. "We engage our clients within our process and fully understand their stories," he says. "We are truly advisory and provide advice in the best interest of the client." Not only that, but he practices what he preaches: "We invest in the same things as our clients. We have our own skin in the game." His approach has paid off in a number of referrals; the most recent brought in a \$6 million client.



Jason Pereira
Woodgate Financial

Pereira began his career in the financial industry in 1997 in the brokerage business. Before joining Bennett March, Pereira founded Woodgate Financial Partners with his business partner, James Collins. Pereira regularly writes articles for several industry publications. **WP**



Top 50 advisors

NAME	COMPANY	BROKERAGE/DEALER GROUP NAME	LOCATION	TOTAL AUM (AS OF OCT. 31, 2014)	NUMBER OF CLIENTS	AVERAGE AUM PER CLIENT	REVENUE CONTRIBUTED
Andrighetti, Susan	The Andrighetti Group	CIBC Wood Gundy	Toronto, Ont.	\$195 million	334	\$583,832	\$1,400,000
Batstone, Adam	Batstone Irwin-Lewis Private Wealth	ScotiaMcLeod	Oakville, Ont.	\$110 million	187	\$588,235	\$900,000
Ber, Jeff	Ber Wealth Management	ScotiaMcLeod	Calgary, AB	\$59 million	78	\$756,410	\$233,000
Birenbaum, Rona	Caring for Clients	Queensbury Strategies	Toronto, Ont.	\$15 million	155	\$743,870	\$1,050,000
Bonten, Laurie	The Bonten Wealth Management Group	National Bank Financial	Winnipeg, Man.	\$113 million	194	\$582,474	\$1,430,000
Bristow, Diana	Bristow Financial Group	Raymond James Ltd.	Milton, Ont.	\$40 million	96	\$416,666	\$400,000
Brothers, Chet	Brothers & Company Financial	Lawton Partners	Regina, Sask.	\$120 million	245	\$489,796	\$800,000
Brown, Kate	Brown Wealth Management Group	RBC Dominion Securities	London, Ont.	\$126 million	168	\$750,000	\$1,230,660
Brugger, Kirk	Brugger Wealth Management	Fund EX	Brandon, Man.	\$121 million	238	\$508,403	\$1,200,000
Chase, AJ	AJChase PrivateWealth Group	ScotiaMcLeod	Hamilton, Ont.	\$110 million	214	\$514,019	\$740,000
Daggett, Donald	Daggett Advisory Group	CIBC Wood Gundy	Waterloo, Ont.	\$53 million	56	\$946,428	\$600,000
De Goey, John	BBSL		Toronto, Ont.	\$72 million	94	\$767,021	\$611,000
Donahue, Brendan	Manulife Securities		Invermere, B.C.	\$145 million	415	\$349,882	\$696,000
Emond, Don	Assante Financial Management Ltd.	Hollis Wealth	Cobourg, Ont.	\$93 million	300	\$310,000	\$1,200,000
Hirani, Shafik	Shafik Hirani's Private Wealth Managment Practice	Investors Group	Calgary, Alta.	\$200 million	607	\$329,489	\$4,000,000
Hodgson, Peter	Hodgson and Associates	BMO Nesbitt Burns	Collingwood, Ont.	\$203 million	230	\$882,608	\$1,965,100
Hurdman, Fred	Hurdman & Associates	Raymond James Ltd.	Calgary, Alta.	\$190 million	250	\$760,000	\$3,000,000
Jackson, Reg	JMRD Wealth Management Team	National Bank Financial	London, Ont.	\$380 million	195	\$1,948,718	\$2,250,000
Kim, Gene	Summit Private Wealth	Manulife Securities	Montreal, Que.	\$70 million	125	\$560,000	\$750,000
Klein, Wolfgang	Canaccord Genuity Wealth Management		Toronto, Ont.	\$106 million	207	\$512,077	\$125 million
Kratz, Luke	The Kratz Group	CIBC Wood Gundy	Victoria, B.C.	\$138 million	190	\$728,766	\$1,281,692
Kronish, Lorne	Assante Financial Management		Montreal, Que.	\$60 million	198	\$303,030	\$250,000
Kumar, Pravin	Pravin Kumar Group	CIBC Wood Gundy	Vancouver, B.C.	\$135 million	170	\$794,117	\$1,742,000
Lalonde, Sophie	Delgaty Lalonde Financial Group	CIBC World Markets	Montreal, Que.	\$100 million	107	\$934,579	\$875,000
Lonsdale, Brian	Lonsdale Financial Group	CIBC Wood Gundy	Ottawa, Ont.	\$121 million	300	\$403,333	\$675,000
Luck, Darren	Luck Financial Group	CIBC Wood Gundy	Windsor, Ont.	\$202 million	225	\$897,777	\$922,000
McClelland, Robert	The McClelland Financial Group		Thornhill, Ont.	\$300 million	699	\$430,477	\$3,401,789
Meadows, Ryan	CIBC Imperial Service	CIBC Imperial Investors Services	Surrey, B.C.	\$147 million	331	\$444,108	\$847,000
Muir, Eric	Muir Investment Team	Raymond James Ltd.	Burnaby, B.C.	\$288 million	462	\$624,240	\$2,200,000
Niblett, Tim	Tim Niblett/Cuttaxes	Raymond James Ltd.	Burlington, Ont.	\$56 million	200	\$280,000	\$500,000
Nour, Elie	Elie Nour Group	Manulife Securities	Oakville, Ont.	\$207 million	350	\$591,428	\$2,450,000
Pereira, Jason	IPC Securities Corp.		Toronto, Ont.	\$170 million	550	\$309,091	\$1,600,000
Plaskett, Scott	Ironshield Financial Planning		Toronto, Ont.	\$75 million	181	\$414,365	\$1,200,000
Plouffe, Martin-Charles	National Bank Financial		Brossard, Que.	\$56 million	238	\$235,294	\$650,000
Pownall, Tom	Sigma Wealth	ScotiaMcLeod	Vancouver, B.C.	\$120 million	110	\$1,090,909	\$1,200,000
Pritchard, Tim	The Pritchard Wealth Management Group	RGMP	Toronto, Ont.	\$145 million	200	\$725,000	\$1,400,000
Rechtshaffen, Ted	TriDelta Financial	TriDelta Investment Counsel	Toronto, Ont.	\$80 million	103	\$776,699	\$1,300,000
Ritcey, David	The Ritcey Team	ScotiaMcLeod	Kentville, N.S.	\$92 million	206	\$446,602	\$878,000
Rosen, Lewis	Rosen Group Private Wealth Management	Raymond James Ltd.	Montreal, Que.	\$125 million	450	\$277,778	\$1,900,000
Rouleau, Lyle	Rouleau Investment Group	CIBC Wood Gundy	Edmonton, Alta.	\$347 million	230	\$1,510,561	\$1,748,126
Salzer, Arthur	Northland Wealth Management		Markham, Ont.	\$343 million	140	\$2,451,046	\$2,700,000
Saunders, Cyrilla	Saunders Wealth Advisory Group	CIBC Wood Gundy	Charlottetown, PEI	\$125 million	290	\$431,034	\$1,730,000
Stockman, Gordon	Efficient Wealth Management	Tactex Asset Management	Mississauga, Ont.	\$53 million	106	\$504,717	\$500,000
Sutherland, David	CIBC Wood Gundy		Toronto, Ont.	\$32 million	60	\$533,333	\$117,000
Tetrault, Rob	Rob Tetrault Wealth Management Group	National Bank Financial	Winnipeg, Man.	\$100 million	350	\$285,714	\$700,000
Thor, Michael	Thor Wealth Management Group	TD Wealth Private Investment Wealth	Midland, Ont.	\$163 million	140	\$1,164,286	\$1,800,000
Townsend, Wayne	Lawton Partners		Winnipeg, Man.	\$215 million	470	\$457,447	\$1,500,000
Tucker, Cory	CIBC Imperial Service	CIBC Investor Services Inc.	Winnipeg, Man.	\$185 million	300	\$616,666	\$1,250,000
Verch, Sybil	The Verch Group	Raymond James Ltd.	Victoria, B.C.	\$86 million	137	\$632,940	\$793,582
Woodfield, John	Raymond James		Kelowna, B.C.	\$60 million	162	\$370,370	\$625,000