



It all starts with people

The ideal practice is empowered to serve clients without barriers

RESOLUTE PRIVATE WEALTH



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EXECUTIVE SUMMARY

Before joining Raymond James, the founding members of Resolute Private Wealth had spent decades in the business searching for the ideal combination of freedom, capability and culture. CEO and Managing Partner Jon Schubert worked many years in the industry before deciding to pursue greater opportunities with a new team by founding Resolute Private Wealth, alongside Managing Partner Brent Bigney, Vice President of Development Mike Morrison and COO Adam Stalcup.

Upon joining Raymond James, the team found a firm that offered the support they needed to best serve their clients with a culture that aligned with their values.

CASE STUDY**The transition success of Resolute Private Wealth**

With client service as their primary focus, a transitioning team of advisors found the perfect balance of freedom and support with Raymond James.

Serving clients has been the focus of Resolute Private Wealth's members since the very beginning. Ensuring that the entire team is able to meet, if not exceed, their clients' expectations is essential to their day-to-day work. When they began looking for a new firm to call home, Raymond James immediately stood apart.

"We looked at five different firms, and Raymond James was by far the top choice," says Jon. "We received amazing service from Business Development Consultant Meghan Kitzinger of the Business Development team and felt everyone we talked to went above and beyond. We found that the capabilities of Raymond James are on par with, if not better than, those of the large wirehouse firms but with the freedom and support we were missing."

CLIENTS COME FIRST

Resolute Private Wealth adheres to a simple philosophy – put the client's needs ahead of all else and you will succeed in this business. That sentiment happens to align flawlessly with the core values of Raymond James.

Before Resolute joined Raymond James, several things that detracted from client service were being pushed down from up top. "It showed us we needed to make a change," Adam says.

According to Jon, the client relationship is the most important aspect of the business. "Clients can sense when their needs are being met, so service is a priority for us and we will go overboard to provide it," Jon says. "They value the trust and relationship they build with their advisor over everything."

It became clear that they needed a new partner in order to facilitate the client-first values that they knew were necessary to find success. The decision to change firms was easy – and finding the right firm would prove to be even easier once they began talking with Raymond James.

FINDING A BETTER HOME

When they began touring Raymond James, the team noticed important, little details. And upon transitioning, Resolute Private Wealth realized that the reputation Raymond James had in the industry was well-deserved.

The team considered a fully independent RIA, but that didn't match what their clients wanted and expected. They needed to be able to focus on clients without being under the thumb of a corporation, which is where the flexibility of Raymond James AdvisorChoice®

Resolute Private Wealth

**Joined
Raymond James**

2022



Location

Forest, Virginia



Business model

Mostly fee-based with
life insurance and
annuity services



AUM

~\$326 million*

*As of June 1, 2023

really came through.

They also wanted to ensure that their focus could remain on clients throughout the process. They were able to get support with setting up their business prior to go-live, allowing their efforts to remain on client retention and service as soon as the transition occurred.

“Not competing for client accounts and transitioning at the same time was hugely important to us,” says Brent. “We needed to learn the ropes first and then focus on client retention at the time of transition, and that’s exactly what the Business Consulting team allowed us to do.”

The Business Owner Services team also delivered a huge benefit. Raymond James Business Consultants walked the new team through human resources administration and bookkeeping challenges. “They helped us get off the ground running and there is a lot of value there,” Adam says.

When their new business was finally up and running, it was exactly what the team had been looking for. “We focused really hard on making sure our business was set up well operationally from the start,” Adam says. “It was good to know that someone who had expertise in running a business was available. I know that a year and a half from now I can still bug them. Every person that I’ve interacted with, from call centers to supervision, has gone above and beyond to address my concerns, or at the very least explain why something couldn’t be done.”

“Our transition only took three months to complete,” says Jon. “The back-office support is better than I’ve ever experienced. You don’t get that from other firms. You’re treated as the client here.”

A NEW JOURNEY FORWARD

When it comes to the growth of Resolute Private Wealth since

“If money is the only reason you are doing this, then my story isn’t really going to matter to you anyway. But if you care about the clients, this is the way to go.”

– ADAM STALCUP

partnering with Raymond James, Adam reflects on some details of their business: “Most of our growth is organic at this point. We sometimes do active prospecting but don’t really need to anymore.” His team’s typical clientele has high net worth, about \$1 million in assets under management (AUM), on average. And although client AUMs can reach \$20 million, to encourage family members and friends to be clients there is no set minimum.

Resolute Private Wealth is already expanding, having recently purchased another practice and hired two financial advisors to their team. Recently, Meghan connected them with an advisor with another firm who is interested in potentially joining them in the future. “What a growth opportunity,” Brent said. “Having a pipeline of prospective advisors to potentially recruit to our team from other firms, with the help of the back office, is a game-changer.”

“Our organic growth has also been spectacular,” says Brent. “It’s just easier to do business here. Raymond James appreciates what we do, and they make an effort to make it as painless as possible. You have more time to do the things that matter.”

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– JON SCHUBERT

TAKE THE LEAP

Jon encourages advisors looking for a better firm to trust themselves. “Have courage and don’t be fearful of transitioning,” he says. “If you feel you should do it then it’s probably for the best.”

Brent echoes that sentiment and encourages any advisor hesitant about the transition process to come to Raymond James and see for themselves what it’s all about. “It’s worth it to earn more revenue, have the freedom of a business owner and run things your way,” Brent says. “It’s a small tradeoff for a few months of transition.”

The Resolute Private Wealth team’s dedication to client service and thirst for independence in the pursuit of doing what is in the clients’ best interest has already allowed them to grow in the short time they’ve been with the firm. Their philosophy, summarized into bite-sized wisdom by Adam, spells out his team’s approach since partnering with Raymond James. “If money is the only reason you are doing this, then our story isn’t really going to matter to you anyway. But if you care about the clients, this is the way to go.”

A powerful partnership

Since partnering with Raymond James, the practice has:



Worked with back-office support to hit the ground running

+



Grown to over \$326 million in assets under management

+



Maintained a client-first approach to business

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