RAYMOND JAMES

Raymond James Financial Private Client Group

Raymond James Financial, Inc., (NYSE: RJF) is a diversified financial services company providing private client group, capital markets, asset management, banking and other services to individuals, corporations and municipalities. The company has approximately 8,800 financial advisors. Total client assets are $1.48 trillion as of June 30, 2024. Additional information is available at raymondjames.com.

Each affiliation option offers financial advisors the opportunity to match their career goals to a wide range of business models. Each channel offers a distinct combination of support and independence. Learn more at advisorchoice.com.

RAYMOND JAMES PRIVATE CLIENT GROUP

Scott Curtis, President

Employee, independent and institutional advisor.

AFFILIATION OPTIONS

RAYMOND JAMES & ASSOCIATES

Tash Elwyn, President and CEO

Traditional employees.

RAYMOND JAMES FINANCIAL SERVICES INDEPENDENT CONTRACTOR DIVISION

Shannon Reid, President

Independent contractors.

FINANCIAL INSTITUTIONS DIVISION

Stephen Kruchten, Senior Vice President and Division Head

Bank/credit union-based advisors.

RAYMOND JAMES RIA & CUSTODY SERVICES

Greg Bruce, Senior Vice President and Division Head

Independent registered investment advisors (RIAs), introducing broker/dealers (IBDs) and RIAs who are looking for an independent or W-2 model.

RAYMOND JAMES LTD. (CANADA)

Paul Allison, Chairman and CEO

Traditional employees and independent advisors.

RAYMOND JAMES INVESTMENT SERVICES (U.K.)

Peter Moores, CEO

Investment managers and wealth managers.

SERVICE AND PRODUCT SUPPORT AREAS

Raymond James offers many services and resources to support the diverse needs of advisors and their clients. Areas are listed in alphabetical order.

ADVISOR INCLUSION NETWORKS

The Women Financial Advisors Network, Black Financial Advisors Network, Pride Financial Advisors Network and Veteran Financial Advisors Network provide customized educational programs, development opportunities, partnership opportunities and mentorships in support of member advisors.

ADVISOR MASTERY PROGRAM

A holistic training program that helps new advisors reach professional milestones and acquire necessary licenses while earning a competitive salary in a supportive environment.

ASSET MANAGEMENT

Provides institutional-scale resources, a deep breadth of managed offerings, disciplined investment decisions, and a team of dedicated specialists.

CASH SOLUTIONS

Offers a comprehensive suite of cash management products and solutions to manage everyday and long-term cash needs.

COMPLIANCE

Provides comprehensive support and supervision to assist advisors.

EDUCATION AND PRACTICE MANAGEMENT

Provides education, training and workshops for advisors and branch professionals to help increase the effectiveness, profitability and enjoyment of their practices.

EQUITY RESEARCH

More than 60 analysts covering approximately 1,100 companies in ten industry sectors in North America (as of 6/30/2024).

FIXED INCOME

Assists advisors in designing well-diversified fixed income portfolios for their clients.

GWS CAPITAL MARKETS

Led by **Byron Mitson, Managing Director**

The Capital Markets team provides advisors with the solutions they need for equity trade execution, as well as research and information on individual equities and closed-end funds. Capital Markets is comprised of three teams: Equity Agency Trading, Equity Advisory Group, and Closed-End Fund Research.

INVESTMENT BANKING

Provides a full spectrum of investment banking services, including mergers and acquisitions, public debt and equity offerings, private capital advisory, private debt and structured equity placements, and recapitalization and restructuring.

INVESTMENT SOLUTIONS

Led by **Chris Butler, Senior Vice President and Tom Layton, Senior Vice President**

Delivers a breadth of product offerings, along with education, marketing, operational support, and due diligence. Advisors have access to the resources needed to build client portfolios for all wealth demographics through this solutions ecosystem, supported by knowledgeable specialist teams: Alternative Investments, Structured Investments, Concentrated Equity Solutions, Options Trading and Strategies, Mutual Fund Research, Exchange Traded Funds, 529 Plans.

INVESTMENT STRATEGY GROUP

Led by **Larry Adam, Chief Investment Officer**

Raymond James' source for global investment thought-leadership. This team of specialized professionals, including investment strategists, economists, and bond and equity market experts, focus on addressing timely themes and emerging trends to offer thoughtful and differentiated insights across multiple asset classes.

MARKETING

A partner in effectively marketing advisor practices, the group is a full-service agency providing website development, social media support and much more.

PRACTICE INTELLIGENCE

Provides powerful insight and resources to advisors to elevate their practices and add value to their businesses.

PRIVATE INSTITUTIONAL CLIENTS (PIC)

Led by **David Mann, Managing Director**

The PIC Desk provides innovative, complex investments and solutions to ultra-high-net-worth clients who have over $50 million in total investible assets and to institutional investors, such as family offices, endowments, and other mid-market institutional accounts. PIC leverages its distinct resources and capabilities to generate investment and capital markets-based opportunities on a non-advised basis that are not traditionally offered broadly.

RAYMOND JAMES BANK

Provides full-service banking and lending services as well as FDIC-insured deposit accounts.

RAYMOND JAMES INSURANCE SOLUTIONS

Led by **Jordan Jackson, Senior Vice President**

Through Raymond James Insurance Solutions, advisors have access to a suite of annuity and insurance products and services. Offering more insurance carriers than most competitors, the team also provides marketing resources, licensing, continuing education, point-of-sale and case management services, and an operations team to help advisors support their clients' needs.

RAYMOND JAMES TRUST

Offers comprehensive trust services and solutions, including serving as a trustee, agent, custodian or personal representative as well as administering special needs trusts, charitable trusts, donor advised funds and more.

SUCCESSION & ACQUISITION PLANNING

Offers succession planning, catastrophic planning, practice benchmarking, valuation consulting, merger and acquisition consulting, financing, and matching services.

TECHNOLOGY

Helps advisors spend less time on tasks and more time with clients by leveraging our advisor-centric platform of integrated and customizable solutions that meet your unique business needs and are accessible from anywhere.

WEALTH PLANNING

Led by **Frank McAleer, Senior Vice President**

The Wealth Planning team provides products, services, and tools to help support advisors through financial planning, portfolio solutions, private wealth solutions ($5M+) and private wealth premier solutions ($25M+), and longevity planning.

To learn more about Raymond James and how we support our advisors, call 866.903.6333 to have a confidential conversation. For additional PCG-related content and updates, follow @RJAdvisorChoice on Twitter.

INTERNATIONAL HEADQUARTERS: THE RAYMOND JAMES FINANCIAL CENTER
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