



NEWS RELEASE

## Advisor With \$340 Million in Assets Joins Ameriprise to Elevate Service and Advice Offering for Clients

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Kathy Hobart left Raymond James to join established Ameriprise practice Heritage Wealth Advisors

MINNEAPOLIS--(BUSINESS WIRE)-- Private Wealth Advisor **Kathy Hobart**CIMA<sup>®</sup>, AIF<sup>®</sup> recently joined the independent channel of Ameriprise Financial, Inc. (NYSE: AMP) from Raymond James with \$340 million in client assets. Hobart joined an established Ameriprise practice, Heritage Wealth Advisors in Mercer Island, Wash., which is led by Ameriprise Private Wealth Advisor **Erin Scannell** CFP<sup>®</sup>.

Heritage Wealth Advisors was established in 2000 and manages more than \$3 billion in client assets. The team has 13 offices across Washington, Arizona, and California and includes 15 financial advisors, 8 specialists, and 37 support staff members.

Hobart was looking to elevate the level of service and advice she could provide to clients, and felt she needed to make a move to do so. When exploring various firms, Ameriprise quickly stood out. Additionally, she noticed that Scannell consistently ranked #1 on the Forbes Best-in-State Wealth Advisors list in her home state of Washington.<sup>1</sup>

"I connected with Erin and learned about his practice model at Heritage Wealth Advisors, their mission and the extensive resources they have for clients, which aligned with my own vision and values," said Hobart. "Initially, I wrestled with how I could build out a similar model in my own practice, but then it dawned on me – why not join them instead?"

Hobart cited three other benefits that influenced her decision to move to Ameriprise:

1. **Technology:** “Ameriprise thinks ahead and invests in technology and services that make it more efficient for advisors to run their business and take care of their clients.”
2. **Investments:** “At Ameriprise, I can explore alternatives to the traditional methods of managing money. Heritage also has an entire investment committee on staff who build investment models and do all the trading, while leveraging research and insights from the Ameriprise Investment Research Group, so there’s now a whole team behind me supporting my efforts on the investments front.”
3. **Comprehensive Financial Planning and Client Service:** “Heritage Wealth Advisors has a team of specialists that collaborate with its financial advisors on detailed and actionable advice for clients in areas such as estate and tax planning, real estate, and trust services. The support allows me to spend more time connecting with my clients and providing an exceptional service experience and delivering a deeper level of advice.”  
“Kathy shares the values and mission we have at Heritage Wealth Advisors,” said Scannell. “She has an unwavering commitment to clients and dedication to making a meaningful impact – and this alignment made her a perfect fit for the team.”

The team is supported locally by Ameriprise franchise field vice president **David Call** and regional vice president **Marcus Ranger**.

Ameriprise has continued to attract experienced, productive financial advisors, with approximately 1,700 joining the firm in the last 5 years.<sup>2</sup> Nine out of ten advisors who joined Ameriprise say the firm’s technology, financial planning capabilities and ability to acquire clients is better than their previous firm.<sup>3</sup> To find out why experienced financial advisors are joining Ameriprise, visit [ameriprise.com/why](https://ameriprise.com/why).

## About Ameriprise Financial

At **Ameriprise Financial**, we have been helping people feel more confident about their financial future for more than 125 years. With extensive investment advice, asset management and insurance capabilities and a nationwide network of approximately 10,000 financial advisors<sup>4</sup>, we have the strength and expertise to serve the full range of individual and institutional investors’ financial needs.

<sup>1</sup> Forbes, “Best-in-State Wealth Advisors” April 4, 2023

<sup>2</sup> Ameriprise Financial 2022 10-K.

<sup>3</sup> Ameriprise asked experienced advisors who moved their book of business to the firm in the last one-to-five years to compare its support, resources, and capabilities to their previous firm and state their satisfaction with their

experience. The survey results identified the top ways Ameriprise stands out compared to competitors. 294 advisors responded to the “Ultimate Advisor Partnership” survey, which was conducted in November 2021.

<sup>4</sup> Ameriprise Financial Q3 2022 Earnings Release.

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