



NEWS RELEASE

Ameriprise Financial Welcomes Two Teams From Wells Fargo and Stifel With \$272 Million in Assets

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The Advisors Joined Ameriprise's Franchise Channel to Capitalize on Opportunity to Expand Their Practices

MINNEAPOLIS--(BUSINESS WIRE)-- Two teams with \$272 million in combined assets under management have joined the franchise channel of Ameriprise Financial (NYSE: AMP). Foundation Wealth Management¹, led by Rick Yanez and Lance Mackall, who each have over a decade in the industry, joined from Wells Fargo Advisors in Bakersfield, Calif. Separately, John McLaughlin joined from Stifel in Olean, N.Y. Both teams were looking for more resources and flexibility to support the growth of their practices and deliver a compelling client experience.

This press release features multimedia. View the full release here:

<https://www.businesswire.com/news/home/20200304005542/en/>

Ameriprise Financial Welcomes Two Teams From Wells Fargo and Stifel With \$272 Million in Assets (Photo: Foundation Wealth Management).

Foundation Wealth Management, which manages \$189 million in client assets, was

looking to bring on more advisors and to serve more households with advice. The team was attracted to the depth of resources at Ameriprise to help them reach their expansion goals, including the firm's robust financial planning platform and practice acquisition support.

"We want to be with a firm that is committed to helping its advisors grow," said Rick Yanez. "We evaluated numerous firms and were impressed by how Ameriprise advisors have demonstrated strong growth year-over-year. And to top it all off, they offered industry-leading technology, which is a big upgrade for us."



Their team also includes long-tenured advisors Cathie Joughin, and John Rodgers, MBA, CFP[®], who each have more than 35 years of experience, as well as office manager Monica Lopez and client service manager Crystal Gilman. Ameriprise franchise field vice president Dean McGill provides local leadership support.

Advisor Finds Independence and Support to Deliver a Better Client Experience

John McLaughlin, who manages \$83 million in assets, moved to Ameriprise because he was looking for the right balance of independence and support to deepen his relationships with existing clients and acquire new ones.

Reflecting on his decision to move after 34 years in the industry, McLaughlin said, "Ameriprise has the tools and capabilities – including a comprehensive financial planning platform and extensive market and economic research – that can help me serve my clients well."

Paraplanner Lisa Zlockie also moved to Ameriprise with McLaughlin. Michael Sondak supports the team as their Ameriprise franchise field vice president.

More than 4,000 financial advisors have joined Ameriprise since 2008.² To find out why experienced financial advisors are joining Ameriprise, visit [joinameriprise.com](https://www.joinameriprise.com).

About Ameriprise Financial

At Ameriprise Financial, we have been helping people feel confident about their financial future for more than 125 years. With extensive advisory, asset management and insurance capabilities and a nationwide network of approximately 10,000 financial advisors, we have the strength and expertise to serve the full range of individual and institutional investors' financial needs. For more information, or to find an Ameriprise financial advisor, visit [ameriprise.com](https://www.ameriprise.com).

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¹ A financial advisory practice of Ameriprise Financial Services, Inc.

² Company data as of August 2019.

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Stephanie Siegle, Media Relations

612.671.2593

stephanie.siegle@ampf.com

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