



WANT THE FREEDOM TO DESIGN YOUR BUSINESS YOUR WAY?

Join the Mariner Wealth Advisors family.



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In these solution stories, you'll hear from two advisors who became part of the Mariner Wealth Advisors family. The result? The opportunity to take care of their clients and grow their business, while in-house, tenured teams do the rest.

THE ISSUE:

Not having the time and resources to focus on client needs.



Keith Plywaczynski was with a firm that was greenfielded by Mariner Wealth Advisors, which became our Chicago office and sits at \$2B¹ AUA. He saw a vital solution with Mariner Wealth Advisors: As his own client list grew, back-office logistics and wearing a lot of hats took his energy away from tending to existing client relationships and forging new ones. When asked what it meant to join our firm, his answer was clear: "It's the best decision I've made in my career—my team and I have experienced a significant growth trajectory," he said. "It's a national firm giving us the ability to take care of clients in a nuanced way that feels more like a smaller firm."

Patrick Howley, part of our St. Louis office with more than \$847M¹ in assets, found his clients were a better fit with Mariner Wealth Advisors than his previous firm.

"Many of our clients didn't fit neatly into the box our former firm had for them," he said, citing issues like minimum asset requirements. "It's difficult to help clients who are just starting out when the firm has minimum asset requirements." He also noted that he appreciates being able to collaborate with in-house advisory solution teams, including tax, insurance and estate planning and trust, to create comprehensive wealth plans for his clients.



THE SOLUTION:

Support from in-house teams, giving you the freedom to focus on your clients and business growth.

Individual relationships are typically where the plans are created - when those conversations and one-on-one meetings suffer, the bottom line can, too. Plywaczynski, Howley and many others have found that being part of the Mariner Wealth Advisors family gives them freedom to focus on the most important connections, while leaving the logistical details to the firm's support team.

Plywaczynski has found the level of support to be a game changer.

"The company offers so much," he said. In addition to tax, estate planning and insurance solution professionals, he pointed out other support, "investments, business development, legal, human resources, technology, marketing, finance, operations, compliance...the list goes on and on." In the past, Plywaczynski had to fit client relationships into the margins around these other tasks. Now he is able to focus on his clients and their goals.

Howley appreciates Mariner Wealth Advisors' relevance in the digital age.

“One of the biggest benefits has been Mariner Wealth Advisors’ technology platform,” he said. “So many advisors fly by the seat of their pants when it comes to technology. Unless you have resources dedicated to technology and infrastructure, you just don’t know any better. Mariner Wealth Advisors dedicates resources to technology to support our advisors and clients and this makes a huge impact.”

With new technological waves constantly breaking, the options may feel like “sink or swim.” Mariner Wealth Advisors can help you navigate these ever-changing waters.

THE PROCESS:

We’ll help make the transition seamless.

When you or your firm join the Mariner Wealth Advisors family, we will provide comprehensive support, from minor logistics to major financial relationships.

“Mariner Wealth Advisors has experience and perspective to guide the process,” said Plywaczynski. “During the transition, I felt fully supported. This included support in back-office and logistical decisions, and it also included support and insight from other market leaders who had already gone through the transition.”

The acid test of a successful transition – and one of the biggest concerns of firms considering joining Mariner Wealth Advisors – is client retention.

“It took us approximately three months to transition our clients to Mariner Wealth Advisors,” Plywaczynski said. “I am extremely pleased to report that nearly all of our clients made the change with us.” Keeping these connections healthy and thriving is priority number one for the firm.

A clear plan and confident implementation are essential stress-reducers to help clients make the move and thrive while doing so.

Transitions aren’t easy. We leave home, we get married, we have a family, our kids leave home — life is full of changes of address, and some go more smoothly than others. This is where Mariner Wealth Advisors’ mission — client first, associate second, shareholder last — can make a difference for your firm.

THE RESULTS:

Growing with Mariner Wealth Advisors

Amenities, relationships, technical support — these components are vital, but what could it mean for your bottom line? Let’s look at a couple of case studies:

- **Keith Plywaczynski** — At his previous firm, Plywaczynski was advising on \$260M and was responsible for new client relationships. He approached Mariner Wealth Advisors about joining the firm and opening a Chicago office. He needed additional resources and support. The firm’s Chicago office opened its doors in 2015. Today, that location has 40 associates and more than \$2B AUA,¹ and two additional offices.
- **Patrick Howley, III** — Howley and his team jointly managed \$460M in 2015 when they transitioned to Mariner Wealth Advisors’ St. Louis office. Since then, the team has grown to include 16 professionals and more than \$847M AUA.¹

These are just a few examples of the benefits that can happen when you become part of the Mariner Wealth Advisors family. Having the support of a top-ranked national advisory firm can make a difference. Our firm can offer you the team support and resources so you can see growth in your business in a way you may not have thought was possible.

SO, HERE'S THE QUESTION:

Do you want to elevate your business?

At Mariner Wealth Advisors, we believe the key to successful wealth management is relationships — between clients, advisors, associates and shareholders. We provide the support from tenured teams and institutional strength to allow these connections to grow.

If you're looking for an opportunity to build your business strategically, we offer different paths designed to fit your growth goals and values. Our client-first mission drives everything we do, so if that's your priority too, consider joining the Mariner Wealth Advisors family.

About Mariner Wealth Advisors

When we founded our privately held national advisory firm in 2006, our top priority was to keep the client at the center of everything we do and that mission continues today. Because our teams are in-house, we can provide clients with a coordinated, customized experience and advice that incorporates every aspect of their lives so they can achieve their goals. We're committed to being here for our clients and for you.

▶ LET'S START THE CONVERSATION ◀

¹As of 6/30/20. Assets and AUA totals include a combination of assets under management and assets under advisement is not meant to represent regulatory assets under management. Please see Form ADV filings for specific information on regulatory assets under management.

For more information visit us at joinmwa.com.

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*Barron's awarded the 2020 #5, 2019 #4 and 2018 #3 Top RIA Firms rankings to Mariner Wealth Advisors based on data compiled for Mariner Wealth Advisors and the 2017 #2 and 2016 #1 rankings to Mariner Holdings based upon data compiled for Mariner Holdings' registered investment adviser subsidiaries. The number of firms included in the rankings were: 20 (2016), 30 (2017), 40 (2018), 50 (2019) and 100 (2020). Barron's publishes rankings based upon a number of criteria and the firms' filings with the SEC were used to cross-check the data provided. The listing includes numbers of clients, employees, advisors, offices and state locations. The award is not indicative of future performance and there is no guarantee of future investment success. For additional information visit www.barrons.com.

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