



sponsor spotlight:

Hilliard Financial Group

A Family Business Born in North Ridge, Driven by Passion and Compassion

The Hilliard family business has a story that spans decades. Dick and Patricia (Pat) Hilliard have been married for 56 years. After graduating from Virginia Tech, Dick served in the U.S. Army achieving the rank of Captain. Before settling in Raleigh in 1969 they had lived in Virginia, France, and Australia. In 1973 Dick founded their family financial planning firm and affiliated with Raymond James Financial in 1975.

From the very start, Dick focused on understanding each client's unique needs and helping them best

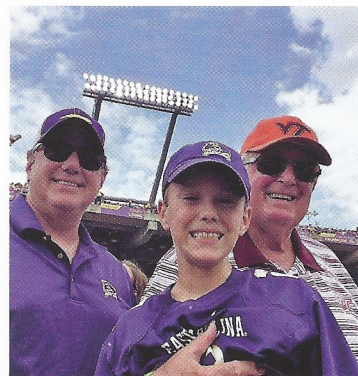
prepare for life's range of experiences. It's a business philosophy that his son, Eric, and daughter-in-law, Jenny, continue today as partners in the family business. They are proud to have helped hundreds of families realize their hopes and dreams to provide for children, comfortably retire and leave an inheritance to the next generation.

Dick and Pat raised, Eric, and their daughter, Troy, in North Raleigh. They have lived in North Ridge since Eric and Troy were in high school, and have loved living

in the neighborhood since day one. After graduating college from East Carolina, Eric joined the family business. He met his wife, Jenny, in 2001 through their mutual affiliation with Raymond James. Jenny, a graduate of Auburn University, lived in her hometown of St. Petersburg, FL. After dating long distance for a year, Jenny moved to Raleigh, and they married in 2002. Jenny joined the Hilliard family business a few years later, following a successful career managing the southeastern U.S. for a mutual fund company.

Eric and Jenny have always felt strongly about balancing work and family life, but life experiences made them fully understand the importance of this balance. They also understand unexpected losses every family faces. Their son, Everett, who was born in 2006, surprised them by arriving three months before his due date and weighed just 2 pounds 6 ounces. Eric and Jenny spent three months by his side in the NICU at UNC Hospital, until Everett was healthy enough to go home. Several years later Pat was diagnosed with cancer. The family rallied around her as she went through chemo and her battle and eventual triumph with the disease. Unfortunately, that was not the end of the medical hardships the family had to endure.

In 2016, Jenny was diagnosed with breast cancer. Thankfully, after undergoing treatment, Jenny has graduated to the survivor clinic. Now, more than a year and a half after the diagnosis, the Hilliard family enjoys their lives together more than ever and are grateful for every day. They feel extremely blessed to live in a



community with such excellent medical care available and for the support they received from family, friends and church.

When it comes to advising clients, the Hilliards' are passionate about understanding the personal story and needs of each of their clients. They know very well that during the course of life, clients will experience joy, success, loss, heartache, health challenges and financial concerns. Their desire is to make sure that clients can focus on the important things when they experience the ups and downs of life's journey, knowing that the financial aspects are taken care of. They believe they have the very best partner in Raymond James, which provides a wide array of services that enables them to thoroughly help their clients through every situation as life unfolds.

Since the family business was founded in 1975, the financial planning profession has undergone significant changes. What hasn't changed is that people still need a trusted advisor, driven by passion and compassion, who will always have their best interests at heart.

