

# The Collaborative Advantage

A commitment to client-focused financial services drives the advisors of Di Silvio Wealth Management.

**A**fter many decades of working for a prestigious regional firm, Michael Di Silvio grew dissatisfied once the firm was acquired by a major wire house. “During the first 21 years of my career, I had the luxury of giving clients a high level of personalized services,” says Di Silvio. “I could live by the golden rule as my parents had taught me.”

That all changed for Di Silvio and his daughter, Hilary Rose Kuster, CFP®, CPWA®, after two additional firm acquisitions created a more bureaucratic and cumbersome environment to service clients. In 2020, they moved Di Silvio Wealth Management to Raymond James—a company that offers clients a straightforward approach to doing business—and created their own practice.

Just as Kuster had long-term goals when she joined her father’s business in 2015, so do clients. Di Silvio Wealth Management develops plans that are comprehensive and straightforward that clients can easily understand and implement. Most importantly, recommendations are always made with the client’s best interest in mind. The team has no sales quota and is not limited in their choice of product, allowing maximum flexibility as they design and refine plans to cater to each client’s needs.

The group has a solid reputation for tailoring holistic financial plans to affluent families, high-growth corporations, co-ops, and others with complex situations. Its comprehensive approach helps align all areas of a client’s

financial world toward unique goals. The team has become an important resource for owners of both small and established businesses who may need guidance on cash management, retirement planning, and preparation for the eventual sale of their business.

“Business owners often focus their time on growing their companies and typically reinvest profits back into the company. By putting a plan in place now, we help them get on the path to achieving their long-term goals,” says Kuster.

## Unrivaled Experience

The move to Raymond James brought a fresh opportunity to join forces with three former colleagues: Brian Walsh, Andrew Torto, and Michael Lucchesi. Working collegially since the 1990s, the advisors and colleagues of Di Silvio Wealth Management have navigated investors through the subprime mortgage crisis, the dot-com bubble and its ensuing demise, recessions, and the COVID-19 pandemic. There is little they have not seen.

The multigenerational structure of the group allows clients to form long-lasting relationships with knowledgeable advisors they won’t outgrow. “I remember many years ago, Hilary coming into the office, eager to learn and absorb,” says Walsh. “Now, working alongside her father, she brings a fresh perspective to what we do.”

The diversity of ages and talent gives clients the advantage of working with professionals who can offer insight throughout a person’s or business’s entire



lifecycle. “Trained in the same environment, our teams are united by a shared commitment to honesty, integrity, and a client-first mentality,” says Lucchesi.

Every member of the team is experienced in supporting clients, whether they’re speaking directly with a founding member or a skilled colleague. “It’s rare to find such a tight-knit group of professionals who are not just colleagues, but family,” says Torto. Every decision is aimed at improving clients’ financial well-being for now and the future. And it’s not just the

Di Silvio Wealth Management team—clients have trusted partners by their side, too. “We are tightly aligned and have a strong level of trust between us,” says Di Silvio. “Someone will always be able to provide a client with the level of objective advice they’ve come to expect.”



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