RAYMOND JAMES

Raymond James Financial Private Client Group

Raymond James Financial, Inc., (NYSE: RJF) is a diversified financial services company providing private client group, capital markets, asset management, banking and other services to individuals, corporations and municipalities. The company has approximately 8,500 financial advisors. Total client assets are $1.26 trillion as of December 31, 2021. Public since 1983, the firm is listed on the New York Stock Exchange under the symbol RJF. Additional information is available at raymondjames.com.

Each affiliation option offers financial advisors the opportunity to match their career goals to a wide range of business models – traditional employee, employee select, independent contractor, independent registered investment advisor (RIA), hybrid RIA and financial institution-based advisor. Each channel offers a distinct combination of support and independence. Learn more at advisorchoice.com.

RAYMOND JAMES PRIVATE CLIENT GROUP

Scott Curtis, President

Employee, independent and institutional advisor

AFFILIATION OPTIONS

RAYMOND JAMES & ASSOCIATES

Tash Elwyn, President and CEO

Traditional employees

ALEX. BROWN, A DIVISION OF RAYMOND JAMES

Haig Ariyan, President

Traditional employees

RAYMOND JAMES FINANCIAL SERVICES INDEPENDENT CONTRACTOR DIVISION

Jodi Perry, President

Independent contractors

FINANCIAL INSTITUTIONS DIVISION

Tim Killgoar, Senior Vice President and Division Head

Bank/credit union-based advisors

RAYMOND JAMES RIA & CUSTODY SERVICES

Greg Bruce, Senior Vice President and Division Head

Independent registered investment advisors (RIAs), introducing broker/dealers (IBDs) and RIAs who are looking for an independent or W-2 model

RAYMOND JAMES LTD. (CANADA)

Paul Allison, Chairman and CEO

Traditional employees and independent advisors

RAYMOND JAMES INVESTMENT SERVICES (U.K.)

Peter Moores, CEO

Investment managers and wealth managers

SERVICE AND PRODUCT SUPPORT AREAS

Raymond James offers many services and resources to support the diverse needs of advisors and their clients. Areas are listed in alphabetical order.

ADVISOR INCLUSION NETWORKS

The Women Financial Advisors Network, Black Financial Advisors Network and Pride Financial Advisors Network provide customized educational programs, development opportunities, partnership opportunities and mentorships in support of member advisors

ADVISOR MASTERY PROGRAM

A holistic training program that helps new advisors reach professional milestones and acquire necessary licenses while earning a competitive salary in a supportive environment

ASSET MANAGEMENT

Offers advisors fee-based platforms, as well as model portfolios and separately-managed accounts representing the best ideas of AMS Research and the AMS Investment Committee. AMS Consultants offer hands-on support with asset allocation and product selection

CASH SOLUTIONS

Offers a comprehensive suite of cash management products and solutions to manage everyday and long-term cash needs

COMPLIANCE

Provides comprehensive support and supervision to assist advisors

EDUCATION AND PRACTICE MANAGEMENT

Provides education, training and workshops for advisors and branch professionals to help increase the effectiveness, profitability and enjoyment of their practices

EQUITY RESEARCH

More than 60 analysts covering more than 1,200 companies in nine industry sectors in North America (as of 12/31/2021)

FIXED INCOME

Assists advisors in designing well-diversified fixed income portfolios for their clients

GWS CAPITAL MARKETS

Provides access to an experienced equity trading desk, dedicated equity research resources and education, and product offerings and research on closed-end funds

INVESTMENT BANKING

Provides a full spectrum of investment banking services, including mergers and acquisitions, public debt and equity offerings, private capital advisory, private debt and structured equity placements, and recapitalization and restructuring

INVESTMENT SOLUTIONS

Delivers a breadth of product offerings from seven key areas, along with educational resources, operational support and due diligence: Institutional Fiduciary Solutions, Alternative Investments, Structured Investments, Concentrated Equity Solutions, Options Trading and Strategies, Mutual Fund Research, Exchange Traded Funds, 529 Plans

INVESTMENT STRATEGY GROUP

Raymond James' source for investment thought leadership focusing on addressing timely themes and emerging trends to offer thoughtful and differentiated insights

MARKETING

A partner in effectively marketing advisor practices, the group is a full-service agency providing website development, social media support and much more

PORTFOLIO SOLUTIONS

Provides strategies, support and tools for building an effective portfolio management process

PRACTICE INTELLIGENCE

Provides powerful insight and resources to advisors to elevate their practices and add value to their businesses

PRIVATE INSTITUTIONAL CLIENTS

For individuals with over $50 million in total assets, the PIC desk leverages its distinct resources and capabilities to generate investment and capital markets-based opportunities on a non-advised basis that are not traditionally offered broadly

RAYMOND JAMES BANK

Provides full-service banking and lending services as well as FDIC-insured deposit accounts

RAYMOND JAMES INSURANCE GROUP

Provides insurance and annuity products and services, including licensing, continuing education, sales support and full-service processing, and due diligence

RAYMOND JAMES TRUST

Offers comprehensive trust services and solutions, including serving as a trustee, agent, custodian or personal representative as well as administering special needs trusts, charitable trusts, donor advised funds and more

SUCCESSION & ACQUISITION PLANNING

Offers succession planning, catastrophic planning, practice benchmarking, valuation consulting, merger and acquisition consulting, financing, and matching services

TECHNOLOGY

Helps advisors spend less time on tasks and more time with clients by leveraging our advisor-centric platform of integrated and customizable solutions that meet your unique business needs and are accessible from anywhere

WEALTH PLANNING

Provides products, services and tools to help support advisors through financial planning, wealth solutions, high-net-worth services and longevity planning

To learn more about Raymond James and how we support our advisors, call 866.903.6333 to have a confidential conversation. For additional PCG-related content and updates, follow @RJAdvisorChoice on Twitter.

RAYMOND JAMES®

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