



BENJAMIN F. EDWARDS®
INVESTMENTS *for* GENERATIONS®

One North Brentwood Boulevard
Suite 850

Saint Louis, Missouri 63105

Telephone 314-726-1600

Toll Free 855-382-1600

benjaminfedwards.com

Member of SIPC Member of FINRA

**For more information or to request
an interview with Tad, please
contact Rob Donaldson at 314-660-6739**

News Update from Benjamin F. Edwards

Benjamin F. Edwards Experiencing Record Year; Celebrates 15th Year in Financial Services Industry Starting in 2008 Amid Great Recession

St. Louis, Missouri--(Sept. 13, 2023) - Benjamin F. Edwards is experiencing a record year as it also celebrates its 15th year in the financial services industry, starting in 2008 amid the Great Recession. For Edwards, that's a distant memory based on its strong financial results and continuing steady growth.

"We experienced very solid overall results as total revenue and pre-tax profit benefited from rising interest rates in the past 12 months," said Tom Martin, chief financial officer at Benjamin F. Edwards in Clayton, Mo. "Revenue for the second quarter and six months ended June 30 increased 22 percent."

Tad Edwards, founder, chairman, CEO and president, opened the door of a firm dedicated to the advisor/client relationship and that mission holds today.

"At the home office, the advisors are our clients, and if we exceed expectations every hour of every day, we enable our advisors to provide white-glove service to their clients, creating more time for them by removing some of the administrative and operational pieces off their plate."

Today, the firm employs more than 700 people and operates 93 branch offices, representing more than 314 advisors across the country and exceeding \$37 billion in assets under management.

Happy Anniversary

"What's making this anniversary even more special than our longevity is that we've been able to live up to our mission statement by always making certain that we grow in the right way and not just to add people and offices so we become big," Tad said. "What we all have done here is worth celebrating."

Advisor Growth

In addition, the number of financial advisors has grown 70 percent since 2015. The firm is actively recruiting experienced advisors as well as those new to the industry, offering a new-hire training program that began almost two years ago and is already paying dividends.

As the average age of advisors increases, Edwards is focusing on what it calls "Next Generation Advisors" who have experience but have not been in the industry for many years. The firm also has had recruiting success through novel policies with advisors such as forgiveness of a transition note if someone moves to Edwards and then sells his or her book to an Edwards advisor.

"We believe this is something no one else on the street offers," said Lois Powell, director of branch development. "We offer advisors the flexibility to structure their business largely on their preferences, she said.

White-Glove Service

"And when advisors transition here, they receive white-glove service that includes a whole team that shows up at the new branch wherever it is and stays until everything is done and running successfully," Lois said. "This gives solace to advisors who want to come over but are hesitant to take such a big step as moving their clients to a new firm. But the service and flexibility these clients and the advisors receive during and after the transition makes the move worth it."

Advisors Have a Choice

"We are fully supportive of the advisors' needs to grow their business in a structure that best suits them," Tad said. "As a result, we provide advisors with the option to join us as employees or to run an independent business through our Registered Investment Advisor (RIA), Edwards Wealth Management.

Tad believes Edwards is a home for financial advisors who want support to manage their own destiny.

That's something Edwards Financial Advisor Monica Clevenger experienced firsthand when she joined the firm in 2021. "We could tell immediately that these were honest, caring people. The meeting with Tad Edwards proved it for us.

"They were all interested in me, our team and our clients. They were genuine."

About Benjamin F. Edwards

Benjamin F. Edwards is a privately owned full-service, national wealth-management firm headquartered in St. Louis, Mo. The firm currently has 93 branch offices in 32 states, with more than 700 employees, and over \$37 billion in assets under management. A subsidiary of Benjamin Edwards, Inc., Benjamin F. Edwards is a full-service broker-dealer offering a wide array of investment management and investment banking services to its clients and advisors. The firm has won national and local top workplace awards from independent workplace-rating organizations. For more information about Benjamin F. Edwards, please visit benjaminfedwards.com/.

About Edwards Wealth Management

Edwards Wealth Management is a privately owned registered investment advisory firm headquartered in St. Louis, Mo. A subsidiary of Benjamin Edwards, Inc., the enterprise RIA is an open architecture, best-in-class platform for independently owned advisory firms. For those advisors looking to start their independent practice, EWM takes a consultative approach to helping them get off the ground. For more information about Edwards Wealth Management, please visit bfewealth.com.

For more information, or to request an interview with Tad, please contact Rob Donaldson, 314-660-6739.