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News Update from Benjamin F. Edwards

Benjamin F. Edwards Partners with RBS Wealth Management

(**ST. LOUIS**, **Nov. 12, 2021**) **--** Benjamin F. Edwards recently announced an affiliation with RBS Wealth Management, an independent advisory firm based in Alto, Mich. RBS will now have access to Edwards' full suite of back- and middle-office capabilities while maintaining complete ownership of their practice. Led by Ryan Stephen, the firm has $146 million in assets under management.

Edwards has close to $40 billion in assets under management, with more than 600 employees including nearly 300 advisors in 30 states. The full-service wealth management firm has a distinguished legacy spanning over 135 years and five generations.

With this new affiliation, RBS is the fifth advisory firm to join Edwards Wealth Management since the firm expanded its enterprise RIA in 2019. RBS is the second firm to join Edwards Wealth Management in the past two months.

"We are excited about our relationship with Ryan and his team," said Tad Edwards, chairman and CEO of Benjamin F. Edwards. "Relationships and values are so important in this business, and the RBS team embodies our focus on delivering exceptional service to clients. We are delighted to have them as our partner."

As key reasons for choosing Edwards, Stephen cited the fit with the Edwards culture and values as well as the access to a full platform of complementary resources needed to grow his practice and meet his clients' needs. "Client needs are evolving quickly, and through the combination of owning my own business while relying on my partnership with Edwards, I now have the ability to adapt with my clients' changing needs."

Chris Keller, managing director of Edwards Wealth Management, added: "RBS is indicative of the growing demand by some advisors to start their own firm. We've intentionally designed Edwards Wealth to offer firms like RBS a full set of capabilities, including transition services, asset management, compliance, customized and integrated technology, and business operations. Through this partnership, RBS can focus exclusively on maintaining and growing terrific client relationships and retain full ownership of their practice, while delegating many of the business operations burdens to us."

Stephen agreed. "When looking to build my own advisory firm, I considered several options, but there was nothing else like Edwards. In the end, the decision on with whom to partner was easy."

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