

WMA Industry Awards

Congratulations to the 2023 Industry Awards Winners and Honorees for their outstanding support of financial advisor success

ADVISOR SUPPORT PLATFORMS

Office of Supervisory Jurisdiction (OSJs)

- ★ Affiliated Advisors Thought Leadership Program

Registered Investment Advisors (RIAs)

- ★ Bluespring Wealth Partners
Blueprint for Growth

ASSET MANAGERS

Alternative Investments

- ★ Franklin Templeton
Alternatives Education Program

Charitable Giving/ Donor Advised Funds

- ★ Schwab Charitable
Partnerships with a Purpose

CEO of the Year

- ★ Vicki Benjamin,
Karner Blue Capital

CMO of the Year

- ★ Tara Guiliano,
Nuveen Investments

Client Experience Initiative

- ★ FS Investments
Thrive

Digital Marketing Campaign of the Year

- ★ Cohen & Steers
Real Assets Campaign

Direct Indexing

- ★ Parametric
Short-term Reversal Factor

Diversity, Equity and Inclusion

- ★ Nationwide Financial -
Retirement Institute
Diverse Market Program

Environmental, Social and Governance (ESG) Investing

- ★ Hamilton Lane
Sustainability Report

ETFs

- ★ KraneShares
Enhanced Income
Generating ETFs

Fixed Income

- ★ Fidelity Investments
Bond Beacon

Goals-based Investment Platforms

- ★ Nebo by GMO
Nebo Pro

New Product Development

- ★ DLP Capital
Building Communities Fund

Thought Leadership Advisor Education

- ★ BlackRock
Emerging Leader Lab

Thought Leadership Product Enhancement

- ★ J.P. Morgan
Catalog Personalization

BROKER-DEALERS

CEO of the Year

- ★ Jamie Price, Osaic

BROKER-DEALERS

(1,000 Advisors or More)

CTO of the Year

- ★ Greg Gates, LPL Financial

Digital Marketing Campaign of the Year

- ★ Cambridge Investment
Research
Something Wonderful
Campaign

Diversity, Equity and Inclusion

- ★ Cetera Financial Group
Courageous Conversations

Practice Management

- ★ Raymond James
STEER Program

Service

- ★ Commonwealth
Financial Network
NextGen Business
Development Program

Technology

- ★ Merrill Wealth
Management
Collaborative Onboarding
Experience (COBE)

Thought Leadership

- ★ Cambridge
Investment Research
Let's Talk Podcast

Transition Support

- ★ Kestra Financial
Onboarding Reimagined

BROKER-DEALERS

(Fewer Than 1,000 Advisors)

Digital Marketing Campaign of the Year

- ★ Prospera Financial
Services
Success Your Way

Diversity, Equity and Inclusion

- ★ Sigma Financial
Corporation
Nova Women's Collective

Practice Management

- ★ Regal Financial Group
Increase Your Quality of Life
Program

Service

- ★ Prospera Financial
Services
Virtual Service Associate
Program

Technology

- ★ Bernstein Private
Wealth Management
Sanford the Chatbot

Transition Support

- ★ Janney Montgomery Scott
Transition Video Campaign

COMPLIANCE/LAW FIRMS

- ★ MarketCounsel
Consulting
MARK by MarketCounsel

CORPORATE SOCIAL RESPONSIBILITY

- ★ Cambridge Investment
Research
Little Achievers Center

CUSTODIANS

Practice Management

- ★ BNY Mellon | Pershing
Next Leadership Forum

Technology

- ★ Altruist
The Modern Custodian

Thought Leadership

- ★ Fidelity Investments
Young Investor Toolkit

DISRUPTORS

Industry

- ★ BridgeFT
WealthTech as a Service
Platform

Technology

- ★ Orion Advisor Solutions
Data Accessibility,
Delivery and Transparency

FAMILY OFFICES

Client Initiative

- ★ Key Family Wealth
Family Governance
Framework

Thought Leadership

- ★ NewEdge Wealth
Women Leadership
Showcase

INDIVIDUAL RIA FIRM LEADERS

CEO of the Year

- ★ Heather Robertson
Fortner, SignatureFD

CMO of the Year

- ★ Gary Foodim,
Mercer Advisors

CTO of the Year

- ★ Christine Cataldo,
Mercer Advisors

Innovator of the Year

- ★ Jeremiah Barlow, Head of
Family Wealth Services,
Mercer Advisors

M&A Leader of the Year

- ★ Kay Lynn Mayhue,
President,
Merit Financial Advisors

Rising Star of the Year Honorees

- ★ Samantha Allen,
VP of Digital Marketing,
Carson Group

★ Jennifer Baick,
Senior Director,
Financial Planning Group,
Mercer Advisors

★ Hayley Wood Bates,
Financial Advisor,
Signature Estate &
Investment Advisors

★ Brooklyn Brock,
Founder, Ellevest Advisors

★ Alison Burkett,
Senior Partner, Managing
Director, & Head of
Enterprise Development,
Snowden Lane Partners

★ Caitlin Frederick, Director
of Financial Planning,
Ullmann Wealth Partners

★ Alex Goss,
Co-Founder and Co-CEO,
NewEdge Advisors

★ Nate Hoskin, Founder,
Hoskin Capital

★ Andrew Krei, Co-Chief
Investment Officer,
Crescent Grove Advisors

★ Marcus Magyar,
VP and Financial Advisor,
CAPTRUST

★ Andree Mohr, Chief
Implementation Officer,
Integrated Partners

★ Kristian Mtetwa,
VP, 49 Financial

★ Erik Schuster,
Financial Advisor,
Thrive Financial Services

Thought Leader of the Year

★ Erin Wood,
SVP of Financial Planning,
Carson Group

INDUSTRY RESEARCH PROVIDERS

★ The American College of
Financial Services
RIA Growth and Specialized
Knowledge Survey

INSURANCE

★ Jackson National
Life Insurance
Advanced Planning Team

MARKETING | PR FIRMS

Digital Campaign of the Year

★ FiComm Partners
End-to-End Podcasting
Solution

PR Campaign of the Year

★ Haven Tower Group
Quad A

RETIREMENT INCOME

★ Allianz Life
Advisory Solutions

RETIREMENT PLAN SUPPORT AND ADVISOR SERVICES

401(k) Service

★ Candidly
Student Loan Retirement
Match Program

401(k)Technology

★ RPAG
Rollover Analyzer

Aggregators CEO of the Year

★ Craig Reid,
Marsh McLennan Agency

Broker-Dealers - Wealth and Retirement Integration

★ UBS
Central Sales and Service
Model

DCIO Providers – Advisor Valued-Added Programs

★ Putnam Investments
DCIO Visualizer Suite

In-plan Retirement Income - Product or Service

★ PensionPlus
Personalized Retirement
Income Service

Record Keepers – Retirement Plan Advisor Support

★ John Hancock
Prospect Finder

SUCCESSION/OWNERSHIP TRANSITION SERVICES – NON CUSTODIAN/BROKER- DEALER

★ Hightower Advisors
Center for Leadership

TAMPs

Model Marketplaces

★ SMArtX Advisory
Solutions
Model Comparison Tool in
Model Marketplace

TAMPs

★ GeoWealth
Modern TAMP

TECHNOLOGY PROVIDERS

Account Aggregation

★ Blueleaf
Aggregation as a Service

Alternative Investment Platforms

★ CAIS
Custom Funds

Artificial Intelligence

★ CogniCor Technologies
“CogniCor”
AI Enabled Meeting Assistant

Business Support Systems | Workflow Automation

★ eMoney Advisor
Solvers in Decision Center

Cash Optimization

★ Flourish
RIA Program

CEO of the Year

★ Aaron Klein, Nitrogen

CMO of the Year

★ Abby Salameh, CAIS

Client Onboarding / New Account Opening

★ Orion Advisor Solutions
Automated Account Solution

Client Portals

★ Wealth Access
Client Portal

Compliance

★ Smarsh
Professional Archive

CRM

★ Orion Advisor Solutions
Redtail Campaigns

Direct Indexing

★ Vestmark
VAST

Diversity, Equity and Inclusion

★ Broadridge
AIF® Designation Diversity

Document Management

★ Laserfiche
Intelligent Data Capture

Innovation New Applications

★ Summit Wealth Systems
Wealth Journey

Innovation Platforms

★ Invent
PaaS Digital Ecosystem

Marketing Automation

★ Catchlight
Lead Engagement Platform

Model Marketplaces

★ Charles River
Development
Wealth Hub

Portfolio Analytics

★ FactSet
Advisor Dashboard

Portfolio Management, Accounting and Performance Reporting

★ Pontera
Professional 401(k)
Management

Rebalancing

★ SMArtX Advisory
Solutions
Automated Trade Builder &
Rebalancer

Retirement Income

★ IncomeConductor
RMD, Roth Conversion and
Tax Optimization

Risk Tolerance / Client Profiling

★ Andes Wealth
Technologies
Holistic and Defensible Risk
Tolerance/Client Profiling

Securities-based Lending

★ Goldman Sachs Private
Bank Select
GS Select

Social Media Leadership

★ FMG Suite
“One-Click” AI-powered
Content Personalization

Specialized Planning Applications

★ Asset-Map
Signals+

Thought Leadership

★ Snappy Kraken
Jolt! Conference

Unified (All-In-One) Systems

★ Orion Advisor Solutions
Orion Stacks

TRUSTS

★ Bank of America
Private Bank
Trust Business Support Model

Winners were announced during a black-tie dinner and awards ceremony
at the Ziegfeld Ballroom in New York City on September 7, 2023