Family Wealth Advisors Council

Fact Sheet

Mission

The mission of the Family Wealth Advisors Council (FWAC) is to provide a means for like-minded practitioners of financial planning and investment portfolio management to regularly come together for the purposes of learning and of sharing skills, talent and experiences, studying various agreed-upon issues of the day, and exploring better ways of managing their practices and providing a high level of personal service to their clients.

History

Founded in 1981, the Family Wealth Advisors Council is a national network of independent, fee-only wealth management firms that collectively manage over $5.5 billion in assets. The firms in the FWAC share a common belief that our clients come first in all of our dealings. In a world where many large brokerage firms and major banks consistently look for ways to sell their customers high cost products that they may not need, Family Wealth advisors will only provide advice that meets a higher standard of ethics on behalf of our clients. An important distinction between Family Wealth advisors and many other advisors is that we are held to a higher fiduciary standard. We sell no financial products, have no hidden agendas and are always "on the same side of the table" as our clients.

Current FWAC Members

Sharon Allen, CFP®, CTFA
Sterling Wealth Management, Champaign, Illinois

Chuck Bowes, CFP®
Beacon Pointe Advisors, Mill Valley, California

Rod Coleman, CFP®, MBA
SYM Financial Advisors, Winona Lake, Indiana; Midland, Michigan; Fort Wayne, Indiana; Indianapolis, Indiana; and South Bend, Indiana

Stacy Francis, CFP®, CDFA®, CES™
Francis Financial, Inc., New York, New York

Eileen O'Connor, MBA, CFP®
Beacon Pointe, Falls Church, Virginia; Chicago, Illinois

Kristine Porcaro
Hightower Signature Wealth, Lexington, Massachusetts

Stefan Prvanov, CFP®
Blankinship & Foster, Solana Beach, California

Dennis Stearns, CFP®
Hightower Signature Wealth, Greensboro, North Carolina; and Chapel Hill, North Carolina

Anne Marie Stonich, CFP®, CPA
Coldstream Wealth Management, Mercer Island, Washington

John Thomas, CFA, CFP®, MBA
Hightower Signature Wealth, Greensboro, North Carolina; and Chapel Hill, North Carolina

Jim Weil, CFP®, CIMA®, CHFC®
Hightower Signature Wealth, Oak Brook, Illinois

Logistics

TWO MEETINGS EACH YEAR:

- February and August. August meetings rotate between East Coast and West Coast; February meetings are in the "center" of the country.

MEETING FORMAT:

- 8:00am – 5:30am Thursday/Friday.
- Rotating Program Chair: Responsible for agenda and content of meeting – rotate in alphabetical order through membership.
- Facilities Chair: responsible for logistics and meals. Rotate in alphabetical order through membership.

MEETING CONTENT (GENERALLY):

- **25%:** Industry & Economic Trends and Thought Leadership (recent publications include the *Women of Wealth* study and *Sandwich Generation* original content).
- **25%:** Practice Management (business development, staffing, compensation, service offering, service delivery, technology…).
- **25%:** Investment Management/Wealth Management.
- **25%:** Financial Planning techniques and best practices.
- Usually 1-2 outside speakers each meeting and the balance of content is member developed and/or delivered.

More information regarding
Family Wealth Advisors Council can be found at
www.FamilyWealthAdvisorsCouncil.com

Membership Criteria

- Member firms must be fee only (revenue of 5% or less from commissions may be considered).
- Members must be equity owners.
- Holders of the CFP mark are preferred.
- A Member must practice financial planning or personally manage investment portfolios. A Member need not do both.
- A Member must abide by the Code of Ethics and Professional Review of the CFP Board of Standards and/or the Code of Ethics published in his or her SEC Compliance Manual.
- Members are expected to fully participate in meetings, lead discussions, prepare content and act as Chair and Facilities chair on a rotating basis.
- A Member must maintain the confidentiality of all information shared by other FWAC Members and their firms

Ideal New Member Profile

- Firm size $500 Million – $1Billion+.
- Min. of 5 employees, ideally 10+.
- Firm is focused on revenue growth and profitability enhancement.
- Geographic Preference: Northeast (NY, CT, MA); South (FL, Atlanta); Midwest (Kansas City, St. Louis, Denver, Chicago).

Membership Process

- If mutual interest, a potential member attends a meeting as a fully participating guest.
- If after first meeting there is mutual interest in becoming a member the potential member would attend a second meeting as a guest.
- At the conclusion of the second meeting discussion and vote by current members – unanimous approval required.

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FWAC FAMILY WEALTH ADVISORS COUNCIL