



HIGHTOWER, ON TRACK TO SMASH PREVIOUS GROWTH RECORDS, ADDS HIGH-PROFILE TALENT TO CORPORATE TEAM

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CHICAGO — July 6, 2017 — Halfway through the strongest year in its history, HighTower welcomes 3 new industry veterans to support its ongoing evolution and aggressive growth strategy: George Fischer, Managing Director, Operations and Service; Susan Krakower, Chief Brand Strategist; and Strategic Consultant Kyle Okimoto.

HighTower completed a total of 21 transactions in the first 6 months of 2017. This includes financial advisor teams acquired as part of WealthTrust, HighTower's largest acquisition ever, announced in April. The 21 new teams add more than \$10 billion in client assets to HighTower, with the firm's total client assets now approaching \$50 billion—a 27% increase since the beginning of the year.

"We believe in challenging the status quo. We believe that the industry does not well serve the needs of financial advisors and their clients, and that we can do it better," said **HighTower CEO Elliot Weissbluth**. "George, Susan and Kyle bring rich industry experience and fresh thinking to HighTower during one of the most exciting periods in the company's history. Our vision is clear, our momentum is strong, and our passion for change has never been stronger."

In support of this rapid expansion and to help drive HighTower's ongoing evolution, the firm is investing in top talent at the executive level, all reporting directly to Weissbluth:

- **George Fischer, Managing Director, Operations and Service**—Fischer will lead operations and operational service support at HighTower. He has more than 20 years of industry experience, including a robust background in operations and service in the financial and technology sectors. Previously, he spent 10 years at E*TRADE, where he ran the firm's wealth management, active investor, lending, banking and cash management lines of business. He also managed staff for the product management, operations, trading, and customer service functions. Fischer holds a Masters of Business Administration from the University of Chicago's Booth School of Business, as well as numerous FINRA and NASD Series licenses.
- **Susan Krakower, Chief Brand Strategist**—Krakower joined HighTower in June with a focus on leading initiatives to increase awareness of the HighTower brand among consumer audiences. She has more than 20 years of industry experience, including over a decade with CNBC, where she created "Mad Money with Jim Cramer" and "Fast Money." "Mad Money" was the first CNBC show to target consumers directly, expanding the cable network's reach beyond its core audience of investors and financial professionals. Prior to joining HighTower, Krakower was Chief Creative Officer for SkyBridge Capital, where she reported directly to Anthony Scaramucci. She played an integral role in the evolution of the SALT conference and led their successful brand building activities.
- **Kyle Okimoto, Strategic Consultant**—Okimoto is working with HighTower as a strategic consultant focused on supporting the company's offering for independent business owners. Former Co-Head of Strategy & Business Development for Merrill Lynch Global Wealth Management Okimoto spearheaded development of the firm's Optimal Practice Model (OPM). After holding several senior leadership positions over the course of a decade with Bank of America/Merrill Lynch, he spent 3 years with E*TRADE, where he served as Senior Vice President and head of marketing. Okimoto's extensive knowledge of the wirehouse space will help to strengthen and accelerate the growth of HighTower's offering for independent business owners.

About HighTower

HighTower is reshaping the financial services industry from the inside out. As the nation's largest Registered Investment Advisor (RIA) dedicated to providing advice, not selling a product, we are the leading voice of the fiduciary standard. We believe that the needs of individual investors and their financial advisors are not well-served, and we are committed to transforming our industry for the better. To learn more, see www.hightoweradvisors.com and www.byadvisorsforadvisors.com.