



HIGHTOWER ADDS SECOND TEAM IN ONE WEEK, BRINGS IN \$520 MILLION IN MARCH

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CHICAGO —March 22, 2016 — The Rand Group has joined HighTower from Morgan Stanley. The team manages \$200 million and is dually located in Newport Beach, Calif. and Maui, Hawaii.

“HighTower’s superior technology offering and robust middle-office infrastructure are proven drivers of operating efficiency and growth,” said **Michael Parker, Chief Development Officer at HighTower**. “The Rand Group joins our community of elite financial advisors at a time when our business is evolving to meet ever-increasing marketplace demand.”

The Rand Group specializes in serving small business owners in Hawaii and California. The team consists of Managing Directors and Partners Paul Rand, Joel Rand and Sarah Minakary, who have over 50 years’ worth of combined experience in the industry, as well as Christina M. Wolfe, Director, Client Service & Operations, and Karie Haider, Manager, Client Service. The Rand Group focuses on financial planning as the core of its business, and works closely with clients on investment selection, insurance, current and future liabilities, savings strategies, tax efficiency, estate planning strategies and retirement planning.

“Joining HighTower keeps us on the competitive edge by enhancing critical aspects of our business such as high-quality investment access, industry-leading technology, marketing and branding, and growth support,” said **Paul Rand**. “Many of our clients are business owners themselves, and affiliating with HighTower strengthens our ability to serve their unique needs and grow our firm.”

The Rand Group joined on March 18, and is HighTower’s first team in Hawaii. On March 11, the Florida-based Otto Group joined from SunTrust, bringing \$320 million in AUM.

For media inquiries, please contact Melinda Brodbeck, JCPR, at 973-850-7348 or mbrodbeck@jcprinc.com.

About HighTower

HighTower is a national firm built by and for elite financial advisors. HighTower advisors commit to the fiduciary standard: a binding promise to put our clients’ interests first. Powered by a proprietary technology and investment platform, HighTower embraces bold change to create a culture of collaboration and growth and to meet the evolving needs of sophisticated investors. For more information, see www.hightoweradvisors.com and www.byadvisorsforadvisors.com.

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