GW & Wade Adds Rhode Island Wealth Manager to Team

Tuesday, July 8, 2014

NEW YORK / Wellesley, MA -- Focus Financial Partners, LLC (Focus), the largest international partnership of independent wealth management firms, today announced that Focus Partner firm, GW & Wade, a Wellesley, MA-based independent registered investment advisor (RIA) with $4.8 billion* in assets under management, has added industry veteran Paul St. Onge to the team. Mr. St. Onge is an East Greenwich, RI-based registered investment advisor with $150 million in client assets.

“We were first introduced to Paul by Focus as part of its Successions Program, which is designed to help RIAs identify suitable partners to ensure the stability and longevity of their practices,” said Eric Rosenberg, the partner at GW & Wade who led the integration. “We are delighted that Paul chose GW & Wade, initially as a succession partner, and now as a fully integrated member of our firm. His approach to client service and investment management fits hand-in-glove with ours. Since inception, we at GW & Wade have been committed to the thoughtful growth and longevity of our firm. We are excited about the potential of Successions to continue this commitment, by acting as a succession option to high-caliber firms, their advisors and their clients.”

Mr. St. Onge has run an RIA firm since 1983, acting as a sole practitioner, and serving clients in New England and Florida. Mr. St. Onge signed a succession agreement with GW & Wade in 2013. Just six months later, the parties decided that, due to the complementary nature of the businesses, St. Onge would formally merge with GW & Wade as part of his retirement and client transition plan.

“GW & Wade’s client focus and the emphasis it places on providing holistic and customized solutions made joining the team a natural fit,” said Mr. St. Onge. “I first came to know the firm as I was considering my succession plan. I choose to bring my clients over now and remain with the firm because GW & Wade’s strong investment and planning capabilities enhance the service my clients receive. When the day comes to transition my business, my clients will know and trust the advisory team at GW & Wade intimately.”

While Mr. St. Onge will continue managing his clients’ assets, the partnership with GW & Wade affords him the peace of mind in knowing that his clients are protected for the future. Previously, Mr. St. Onge worked for E.F. Hutton and KPMG as a Certified Public Accountant (CPA).

Focus' patent-pending Successions Program provides advisors with the ability to provide continuity of service to their clients should they wish to retire or in the event of an unplanned life circumstance. This is achieved by matching advisors with the existing Focus partner firm that offers the most similar business model including client-service, investment philosophy and culture. Advisors participating in the program choose if and/or when to activate the succession plan, and if so, agree in advance to the terms under which a transition would occur.

Rudy Adolf, CEO of Focus, said: "The Focus Successions Program has addressed an unmet need in the advisory industry by preparing and protecting clients and advisors during a firm's succession. This merger is a prime of example of the seamless execution of an agreement, where an advisor can transition their business, utilize the vast resources of a larger firm, and ensure their clients' needs are met along the way. To date, Focus Partner firms have executed 35 agreements totaling $3.2 billion in client assets and this pace will only accelerate. Given the scale of our partnerships, our national reach, expertise and capital strength, we are in a unique position to provide this service to the RIA industry."

About GW & Wade:

GW & Wade, LLC is an independent, fee-based financial advisory firm, with offices in Palo Alto, CA and Wellesley, MA. Since 1986, GW & Wade has served successful individuals and their families, providing extensive expertise in tax planning, investment management, retirement and estate planning. GW & Wade also provides personal financial counseling for the executive management teams of public and private companies. For more information on GW & Wade, please visit **www.gwwade.com**.

About Focus Financial Partners:

Founded in 2006, Focus Financial Partners, LLC is the leading international partnership of independent, fiduciary wealth management firms. With more than $300 million in annual run rate revenues, Focus provides unrivaled access to best practices, resources, and continuity planning for its partner firms who serve individuals, families, employers and institutions with wealth management, benefit and investment consulting services. Focus partner firms maintain their entrepreneurial independence, while they benefit from the synergies, scale, economics and best practices of the market leader to achieve their business objectives. Focus was included on Inc. magazine's 5000 ranking of the nation's fastest-growing private companies in 2011 and 2010. In 2012, Focus was named a Crain's New York Business "Fast 50" growth firm in New York City. For more information about Focus Financial Partners, please visit**www.focusfinancialpartners.com.**

**Assets under management are approximate and as of June 30, 2014.*

SOURCE: http://www.gwwade.com/news/gw-wade-adds-rhode-island-wealth-manager-team