

Mercer Advisors Expands in Greater Boston with Addition of O'Brien Wealth Partners

Primarily woman-owned and led firm, managing over \$1 billion in client assets, leads with values-driven approach to multigenerational and next-gen wealth planning.

DENVER, JULY 1, 2025 – [Mercer Global Advisors, Inc.](#) ("Mercer Advisors"), a national Registered Investment Adviser ("RIA"), today announced the acquisition of **O'Brien Wealth Partners** ("O'Brien Wealth"), a Waltham, Massachusetts-based firm providing comprehensive wealth management and planning services to high-net-worth individuals, families and nonprofits. This partnership deepens Mercer Advisors' footprint in the Greater Boston area and adds a next-gen team aligned with its planning-centric, client-first philosophy. The team manages approximately \$1.1 billion in client assets.

Since 1986, O'Brien Wealth has delivered personalized financial planning, investment management and sustainable investing solutions. The firm serves over 500 individuals and families in New England and beyond with a goals-driven approach to financial outcomes. Women and couples who view financial empowerment as a shared value, as well as nonprofits and investors prioritizing sustainability are among the specialty clients served by the firm. With a diverse, cross-generational team, O'Brien Wealth was seeking a partner with a collaborative operating and client service model with the opportunity to both preserve and accelerate its future growth.

"We were looking for a partner who could honor the care and continuity we've provided clients for decades, while advancing our vision for thoughtful, intentional growth," said **Jill Fopiano, President and CEO of O'Brien Wealth**. "Mercer Advisors brings deep planning expertise, institutional-level capabilities and a genuine respect for how we serve. Just as importantly, they understand the power of diverse leadership and a collaborative culture, making this a natural next chapter for our team and the families we support."

Joining Mercer Advisors gives the O'Brien Wealth team and their clients access to a full suite of integrated family office services, including estate planning, tax strategy and preparation, corporate trustee services, and advanced investment management.

"Our conversations with the O'Brien team highlighted that we share a common foundation of acting in our clients' best interest and in the belief that teamwork and culture are the key ingredients to success," said [Dave Welling, CEO of Mercer Advisors](#). "Jill and the O'Brien team have built one of the most respected advisory firms in New England—defined by integrity, intentional growth, and enduring client relationships. They've created a strong culture of mentorship, inclusion and excellence that reflects where the industry is headed."

The partnership also provides additional resources to support career development for team members and strengthen the firm's long-term growth trajectory in New England.

"The O'Brien team exemplifies the kind of talent and leadership we seek in a partner—rooted in decades of client trust and energized by a forward-thinking approach to financial planning," said [Martine Lellis, Principal, M&A Partner Development](#). "This partnership not only deepens our roots in Boston but also supports our broader efforts to deliver personalized, planning-led advice that evolves with our clients' lives. We're excited to support their continued growth and help amplify their impact across the region."

Ben Kautz, Executive Managing Director at Mercer Advisors, added: “O’Brien Wealth brings a distinctive, high-touch model and a forward-thinking team that aligns well with our service philosophy. By joining forces, we can equip them with additional resources—from integrated technology to family office services—that support sustainable growth and deepen client impact in a competitive market like Greater Boston.”

Colchester Partners served as the exclusive financial advisor to O’Brien Wealth.

For more information about partnering with Mercer Advisors, please visit merceradvisors.com/partnerwithus.

Important Information

Company statistics as of April 30, 2025. Client assets refers to client assets under management (AUM) and client assets under advisement (AUA) as well as assets gained from recent acquisitions where the advisory agreements have been properly assigned to Mercer Global Advisors, but the custodial accounts have yet to be transferred and/or the accounts have yet to be migrated to Mercer Global Advisors’ portfolio management system.

Mercer Advisors is not a law firm and does not provide legal advice to clients. All estate planning documentation preparation and other legal advice is provided through select third parties unaffiliated to Mercer Advisors. Tax preparation and tax filing are a separate fee from Mercer Advisors’ investment management and planning services. Trustee services are offered through select third parties with which a client would engage directly, as such additional fees may apply. Mercer Global Advisors has a related insurance agency. Mercer Advisors Insurance Services, LLC (MAIS) is a wholly owned subsidiary of Mercer Advisors Inc. MAIS provides individual life, disability, long term care coverage, and property and casualty coverage through various insurance companies. For Mercer Global Advisors clients who wish to purchase insurance products, MAIS has entered into a non-exclusive referral agreement with Strategic Partner(s), where the Strategic Partner will provide necessary services relative to the marketing, placement, and servicing of the insurance products, including without limitation preparing and presenting illustrations, supporting the underwriting process, assisting with the completion and execution of applications, delivering policies, and servicing in-force business. MAIS and the Strategic Partner will be listed as either “agents” or “co-agents” on the policies. While Mercer Global Advisors does not receive a referral fee, Strategic Partner receives a percentage of the commission revenue. MAIS and Strategic Partner do have a revenue sharing agreement.

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2024 – Barron’s Top 100 RIA methodology

Mercer Advisors was ranked number 1 for firms with up to \$70 billion in client assets. In 2024 Barron’s ranked the largest registered investment advisor firms separately from its broader RIA ranking. For Barron’s Mega RIAs list, they selected firms that manage 2% or more of the total assets of all ranking

applicants. This year, that created a threshold of \$70 billion in assets. Advisers who wish to be ranked fill out a 100+ question survey about their practice. Barron's verifies that data with regulatory databases and then Barron's applies their rankings formula to the data to generate a ranking. The formula features three major categories of calculations: (1) Assets (2) Revenue (3) Quality of practice. In each of those categories Barron's does multiple sub calculations including asset type, growth, client retention, technology spending, succession planning, diversity of their teams, charitable and philanthropic work and compliance records. No fee was paid for participation in the ranking, however, Mercer Advisors has paid a fee to Barron's to use the ranking in marketing.

Neither rankings and/or recognitions by unaffiliated rating services, publications, media, or other organizations, should be construed by a client or prospective client as a guarantee that he/she will experience a certain level of results if Mercer Advisors is engaged, or continues to be engaged, to provide investment advisory services. Rankings published by magazines, and others, generally base their selections exclusively on information prepared and/or submitted by the recognized adviser. Rankings are generally limited to participating advisers (see participation criteria/methodology). Unless expressly indicated to the contrary, Mercer Advisors did not pay a fee to be included on any such ranking. No ranking or recognition should be construed as a current or past endorsement of Mercer Advisors by any of its clients.