Ballentine Partners

FIRM OVERVIEW

For over 30 years, Ballentine Partners has delivered independent, objective, and comprehensive financial advice for wealthy families, and they continue to be a thought leader in the field.

Today, they have over 85 employees serving more than 200 families, providing investment advice on nearly $6.5 billion (AUM), and advising on over $13 billion of assets (AUA), as of 12/31/2018.

The mission at Ballentine Partners is to deliver a comprehensive, integrated approach to help clients manage their financial lives and make the best use of their resources. Their team specializes in structuring individual tax-optimized portfolios for each of their clients. They focus on managing risk and identifying investment opportunities they believe will be compelling after taxes and after fees. Ballentine is also expert in social impact investing.

The team proactively identifies opportunities and mitigates risks outside the clients' investment portfolios. The team at Ballentine is well-known for their sophisticated wealth planning strategies, their suite of family office services, and their multi-generational client relationships.

Ballentine Partners specializes in two specific service offerings:

- Family office: Comprehensive investment advice and strategic wealth planning for individuals or families with investment assets of $20 million or more.
- High Net Worth: Holistic investment and wealth planning advice for individuals or families with investment assets of between $3 million and $20 million.

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Specialization

Ballentine works with families rather than institutional investors. As taxable investors, families face very different challenges than institutional and endowment investors.

Focus on net investment returns

The focus on taxable investors means that they evaluate investments on their after-tax return. The investment team builds diversified portfolios using a combination of low fee, tax-efficient investment vehicles and active managers when their after-tax returns justify their fees. Ballentine also adds considerable value through tax-optimization within clients' portfolios.

Customization

Every family is different. They have different objectives, balance sheets, tax situations, entity structures, and other needs. Optimizing investment results for each unique family requires building and managing customized solutions. Ballentine investors are not herded into one-size-fits-all commingled funds, which dilute their flexibility and present hidden costs.

Excellence in investing and planning

It is not possible to build customized investment solutions without deep planning expertise. Ballentine professionals excel in both planning and investing and they know how to integrate the two in order to help clients protect and grow wealth. Their planning expertise also allows them to identify opportunities beyond their investment portfolio. Expert wealth management creates real savings and mitigates substantial risks when applied holistically.

No product sales

Ballentine professionals work only for the clients and they have structured the firm to minimize conflicts of interest. They do not sell insurance and investment products. They do not accept commission income or participate in the fees of investment managers to whom they refer business. They serve exclusively as the clients' advocate in dealing with a broad range of wealth management issues.

Continuity

Ballentine is committed to the long-term independence of the firm. Most of their client relationships are multi-generational, and the clients appreciate that they have a plan for how the firm will be there through these generations. They also help clients provide for succession within their families by helping each generation acquire skills necessary for successful management of wealth. Ballentine is more than knowledgeable about the complex interactions between money and family dynamics. This is particularly important when the source of the family's wealth is a closely held business enterprise.

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Senior Wealth Advisor – Palm Beach Gardens, FL

Ballentine Partners, LLC, is a leading independent investment and wealth management firm headquartered in the Boston area with additional offices in Palm Beach Gardens, Florida and Wolfeboro, New Hampshire. Our client families rely on us to be their most trusted advisor and to manage all aspects of their complex financial lives. We are a team of over 85 professionals and our firm is known as a wonderful place to work. Our compensation philosophy and team structure foster a collegial rather than competitive work environment.

This position is located in the Palm Beach Gardens office, as part of the High Net Worth team. The High Net Worth Practice is a group within Ballentine Partners focused specifically on clients with investable assets between $3 and $20 million. We provide objective investment and financial planning advice to our clients. We are a fee-only Registered Investment Advisor.

This is a fantastic opportunity for an experienced professional interested in helping grow a practice within a highly successful firm. If you have strong technical investment and financial planning skills along with exceptional emotional intelligence, this could be your role.

Responsibilities for the Senior Wealth Advisor will include:

Client Engagement and Portfolio Management
- Manage client relationships and their investment portfolios
- Coach clients through the process of determining their financial goals
- Help clients develop financial plans and provide advice regarding estate and wealth transfer planning, tax planning, and executive compensation plans
- Oversee onboarding of new clients
- Direct trades to ensure compliance with the Investment Policy Statements
- Prepare and present periodic client reviews
- Establish positive, collaborative relationships with clients' external advisors

Team Management: Contribute to the leadership of the group through active participation and mentoring of the team. Participate in and contribute to group strategy discussions.

Business Development: Serve as an ambassador to the firm in business development settings; contribute to the growth of the firm by earning referrals from clients and advisors.

Maintain Compliance with all company policies and regulatory policies at the highest standards.
The ideal candidate will have a minimum of 10 years relevant experience, plus:
- Bachelor's degree, or higher
- CFP credentials preferred
- Excellent interpersonal, communication and presentation skills
- Able to work independently
- Has skills and experience in managing teams
- Has skills in problem analysis and resolution at both strategic and tactical levels
- Experience achieving a high level of client satisfaction
- A desire to be part of an entrepreneurial and growing team, and participate in strategic initiatives

Quick Summary

As the Senior Wealth Advisor you will be the primary point of contact for clients you work with. You will need to be able to execute their proven process honed over the past 30 years. You will be able to have in-depth conversations with affluent families on the topics of financial planning, estate planning strategies, tax efficiencies within the portfolio and generating cash flows.

Your primary responsibilities will be taking care of and managing the already established client relationships and the team associated with these clients. You will also be on the look out to develop new clients through referrals and engaging centers of influence. This is less of a sales position so if the interest is to go and hunt with the expectation of winning sales awards at the end of the year, this is not for you. The main priority of this role is client management in a lead advisor capacity

The nature of the firm is highly collaborative and team structured. You must be as well.

The role is also one of mentorship and proffering professional growth to the team and Wealth Advisors.

The compensation is structured primarily as salary with an annual performance bonus. Call Tom to discuss this along with benefits etc.

Tom Casper – 407-450-1889