

Advisor Group Hires Former RBC Executive as EVP of Business Development

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Advisor Group, a network of independent wealth management firms, has hired Kristen Kimmell as the company's new executive vice president of business development.

In her role, Kimmell will integrate and lead recruiting, transitions and onboarding for Advisor Group's network of firms, including FSC Securities, Royal Alliance Associates, SagePoint Financial, Securities America, Triad Advisors and Woodbury Financial Services.

Kimmel has more than 25 years of experience and joins Advisor Group from RBC Wealth Management, where she served in multiple senior leadership roles, most recently as head of advisor recruiting and field marketing for the company's U.S. operations.



The company noted that Kimmell's appointment is part of a broader strategy for expanding its reach to attract a wider cross-section of the financial advisor community, including ensemble and enterprise firms, bank advisors, wirehouse breakaways and hybrid professionals.

In addition to overseeing Advisor Group's business development, transitions and onboarding functions, she will also manage the company's third-party recruiters.

"The decision to move to a new firm typically evokes feelings of uncertainty and stress for most financial advisors," said Greg Cornick, president of advice and wealth management. "With the addition of Kristen to our leadership team, we have an opportunity to change the paradigm and make transitioning to Advisor Group part of a positive and efficient experience that is the starting point of a personally and professionally fulfilling journey."

Advisor Group serves approximately 10,100 financial professionals who oversee more than \$475 billion in client assets.

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