

# Mercer Advisors Continues Buying Spree with \$910 Million RIA Acquisition

Mercer Global Advisors Inc., a registered investment adviser with \$20 billion in client assets, has acquired M.J. Smith and Associates Inc., a wealth management firm located in Denver, Colorado that serves approximately 490 households and has approximately \$910 million in assets under management.

Mark J. Smith founded M.J. Smith in 1983 to provide full service financial planning and investment management services to high net worth clients. Smith will be joining Mercer Advisors along with his 11 staff members.

“Despite all of our growth and success, we knew we were at the place of needing to build a robust internal or external succession plan,” said Smith. “We also understood that reaching true scale would require additional significant expenditure. The confluence of these forces drove me to reach out to Mercer Advisors.”

In recent company news, Mercer announced last week that it purchased two RIAs, including \$660 million [ClearRock Capital](#) and \$330 million [Argosy Wealth Management](#).

Established in 1985, Mercer Global Advisors is a wealth management firm that provides comprehensive, fee-based investment management, financial planning, family office services, retirement benefits and distribution planning, estate and tax planning, asset protection, and corporate trustee and trust administration services. Mercer Advisors Inc. is a parent company of Mercer Global Advisors (RIA), and majority owned by both Oak Hill Capital and Genstar Capital. Headquartered in Denver, Mercer Advisors is privately held, has over 430 employees, and operates nationally across the

country.

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## **Mercer Advisors Buys \$660 Million RIA**

Mercer Global Advisors Inc., a registered investment adviser, has acquired ClearRock Capital LLC, a wealth management firm headquartered in Sun Valley, Idaho with a second location in San Francisco, California. ClearRock serves approximately 250 high net worth households with more than \$660 million in assets.

ClearRock was founded in 2007 by Mark Eshman and James Everitt who will join Mercer Advisors along with their eight staff members.

ClearRock is a wealth management firm that provides financial services to high net worth clients, and also represents and manages funds for foundations and endowments, including small business retirement plans. The company's \$664 million of assets is comprised of \$557 million of assets under management and \$107 million of assets under advisement.

"This was not an exit strategy for Jamie and me," said Eshman. "We have no intention of retiring anytime soon. For us this was a business continuity strategy. As a result, we were looking for a partner that respects what we bring to the table, supports what we do really well, and of course, takes over time consuming middle and back office work that robbed us of needed capacity."

Yesterday, The DI Wire reported that [Mercer purchased Argosy](#)

Wealth Management Inc., a wealth management firm located near Beverly Hills, California with approximately \$330 million in assets under management.

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## **Mercer Advisors Buys Los Angeles-Based RIA**

Mercer Global Advisors Inc., a registered investment adviser, has purchased Argosy Wealth Management Inc., a wealth management firm located near Beverly Hills, California with approximately \$330 million in assets under management.

Co-founded by Michael Karon and Alex Kimura in 2010, Argosy is a full-service financial planning and investment management firm that serves approximately 300 high net worth households. Karon and Kimura will join Mercer Advisors along with their seven staff members.

“We are a dedicated financial planning firm and we were looking to join a large platform RIA that could take over time consuming and costly back office work, allowing Alex and I to do what we do best, serve our clients at the highest level and

to grow our business,” said Karon.

“Mike and Alex had a number of suitors interested in acquiring their business and rightly so,” said Dave Barton, vice chairman of Mercer Advisors. “What set us apart from other buyers was we had high cultural alignment, we operate similarly, and share the same values and beliefs. It is a solid marriage. Mike and Alex can now stop wearing 12 hats like most small business owners do and instead focus on what they love doing.”

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## **Genstar-Backed Mercer Global Advisors Grows Northeast Presence with Latest Acquisition**

Mercer Global Advisors Inc., a registered investment adviser with more than \$16.5 billion in client assets, has purchased Regent Wealth Management Group, an RIA located in Woodbridge, Connecticut with approximately \$300 million in assets under

management.

The acquisition brings Mercer's branch count to 11 offices in the Northeast region with approximately \$2.7 billion in AUM, and three offices in Connecticut. Mercer now has 43 total offices across the country.

Regent was founded by Alan Weiss in 1987 and provides comprehensive wealth management services to high net worth individuals and families, and currently serves approximately 110 households.

"Alan and his staff are great additions to the team," said Dave Welling, chief executive officer of Mercer Advisors. "Alan has built out a deep bench of seasoned professionals and the mix of talent in Woodbridge strengthens our team with other nearby Mercer Advisor offices in Hartford and Fairfield."

Established in 1985, Mercer Global Advisors is backed by Genstar Capital and provides comprehensive, fee-based investment management, financial planning, family office services, retirement benefits and distribution planning, estate and tax planning, asset protection expertise, and corporate trustee and trust administration services. Mercer Advisors is the parent company of Mercer Global Advisors.

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## **Genstar-Backed Mercer Global Advisors Buys \$510 Million**

# AUM Firm

Mercer Global Advisors Inc., a registered investment advisor backed by Genstar Capital, has purchased Jackson Financial Management Inc., a large wealth management firm located in Costa Mesa, California that serves high net worth households throughout the United States with assets under management of approximately \$510 million.

Mercer has multiple offices in Southern California, including Santa Barbara, San Diego, Los Angeles, and Newport Beach, with a combined AUM of nearly \$4 billion. The latest acquisition brings its total offices to 41 and increases AUM to more than \$16 billion.

Jackson Financial Management was founded in 1995 by president and principal Tracy Jackson and focuses on delivering comprehensive wealth management services to their clientele which include corporate executives, medical professionals, and affluent families. Tracy and his 13 team members will be joining Mercer Advisors.

“I have known Tracy for many years and have tremendous respect for what he and his team have accomplished,” said Dave Welling, CEO of Mercer Advisors. “They have built an incredibly successful business that puts the client first.

Established in 1985, Mercer Global Advisors Inc. is a wealth management firm that provides comprehensive, fee-only investment management, financial planning, family office services, retirement benefits and distribution planning, estate and tax planning, asset protection expertise, and corporate trustee and trust administration services.

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# Mercer Advisors AUM Tops \$15 Billion with Latest Acquisition

Mercer Global Advisors Inc., a national registered investment advisor, has acquired Confluence Financial Advisors LLC, a comprehensive wealth management firm located in Boulder, Colorado with assets under management of approximately \$240 million. The acquisition increases Mercer Advisors' AUM to more than \$15 billion.

Confluence was founded in 2015 by David Gardner and Judy McNary and provides comprehensive wealth management services to high net worth clients. Gardner, McNary, and their five team members will be joining Mercer.

"Confluence and Mercer Advisors are a perfect cultural fit, we share the same values, we've both anchored our businesses on delivering robust financial planning to our clients, and we believe the only interests to consider are the best interests of the client. This is the bedrock for a successful combination," said Dave Barton, Mercer's vice chairman who leads merger and acquisition activity.

Established in 1985, Mercer Advisors is a wealth management firm that provides comprehensive, fee-only investment management, financial planning, family office services, retirement benefits and distribution planning, estate and tax planning, asset protection expertise, and corporate trustee and trust administration services. Headquartered in Denver, Mercer Advisors is privately held and has more than 350 employees with locations across the country.

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# Mercer Advisors Acquires California-Based RIA Dragon Financial Group

Mercer Advisors Inc., a registered investment adviser, has acquired Dragon Financial Group, an RIA firm located in San Mateo, California with more than \$110 million of assets under management. This acquisition brings Mercer Advisors' total offices to 38 and expands its existing California footprint to seven offices.

Dragon is owned and operated by principals Joseph Mah and Marie Chao and provides financial planning and investment management services to investors in the San Francisco Bay area.

"We are delighted to be joining forces with Joseph and Marie and the entire seven-member Dragon team," said Dave Welling, chief executive officer of Mercer Advisors. "Their 'personal CFO' service philosophy mirrors our family office business model and actualizes their vision for comprehensive, multi-disciplinary client care."

Dragon Financial Group was represented by DeVoe & Company, a strategic advisor to RIAs, offering consulting, investment banking, and valuation services.

Established in 1985, Mercer Advisors is a wealth management firm that provides comprehensive, fee-only investment management, financial planning, family office services,



retirement benefits and distribution planning, estate and tax planning, asset protection, and corporate trustee and trust administration services.

Mercer Advisors is the parent company of Mercer Global Advisors, one of the largest independent RIAs and financial planning firms in the U.S. with approximately \$14 billion in client assets. Headquartered in Denver, Mercer Advisors is privately held, has more than 330 employees, and operates nationally through 38 branch offices across the country.

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