

TOP 50 ADVISORS

THE TOP

50

Wealth Professional Canada spotlights 50 of the best advisors working in the Canadian wealth management industry today

WEALTH PROFESSIONAL CANADA is proud to present the sixth annual Top 50 Advisors List. Once again, this year's list contains representatives from across the country, although Ontario laid claim to the largest proportion (40%). In total, this year's Top 50 Advisors are managing approximately \$10.3 billion worth of assets – a number that likely would have been considerably higher had the markets not experienced a slide in the latter half of 2018.

While there are some familiar faces among 2019's best and brightest advisors, several up-and-coming advisors also earned spots

on the list (the years of experience amassed by this year's Top 50 Advisors ranges from four to 52), highlighting the strong future of wealth management in Canada. Given the

large transfer of wealth from baby boomers to millennials that's set to occur in the near future, it's clear that tomorrow's investors will be able to access a strong pool of knowledge.

METHODOLOGY

To determine who made the cut as one of *Wealth Professional Canada's* Top 50 Advisors for 2019, multiple factors were taken into account, including overall AUM, AUM growth, number of clients and number of new clients added. Each factor was given specific weighting and entered into an equation that produced a score for each advisor; the final ranking was determined by that score. While these factors alone don't measure an advisor's overall abilities, in combination, they can provide analytical insight as to an advisor's performance and effectiveness.

**Alexandra Horwood & Partners
Richardson GMP**
Toronto, ON

Growing up in a family of investment advisors, Alexandra Horwood has always been exposed to the business. However, it was her skill set, not her connection to the industry, that compelled her to become an advisor. “Math, sales, teaching and philanthropy — the wealth management business so nicely combines them, and it’s the first job I’ve had where I truly feel like I can be myself,” she says.

Horwood has some lofty goals for 2019, including adding \$50 million in new assets, getting her client base to a median of \$1 million per household, adding 15 new clients with \$1 million plus net worth and generating \$3 million in recurring T12 revenue. “There is no other business I would want to work in,” Horwood says. “When my husband asks me about retirement, I tell him I’m never going to retire.”

And why would she? A regular fixture on the Top 50 Advisors list — including being the top woman on the list in 2016 and 2018 — and the youngest Director, Wealth Management in the history of Richardson GMP, Horwood has clearly found her calling.

