

TOP 50 ADVISORS

THE TOP

50

Discover who made the cut in *Wealth Professional's* annual ranking of the 50 best advisors in the country

WEALTH PROFESSIONAL is proud to present the seventh annual Top 50 Advisors List. In total, this year's Top 50 Advisors are managing more than \$16 billion worth of assets, improving on last year's total by close to \$6 billion. Once again, this year's list contains advisors from across the country, representing seven different provinces; British Columbia narrowly surpassed Ontario for the first time this year with the most advisors on the list (17 versus 15).

This year, the list is almost split down the middle between returning (26) and new (24) members compared to 2019. The years of experience amassed by this year's Top 50 Advisors ranges from five to 37, highlighting both the current strength and the bright future of wealth management in Canada.

METHODOLOGY

To compile the Top 50 Advisors list, *Wealth Professional* solicits nominations and submissions from advisors, industry professionals and investors. To determine which advisors make the final list, *WP* considers multiple factors, including overall AUM, AUM growth, number of clients and client growth. Each factor is given a specific weighting and entered into an equation that produces a score for each advisor; the final ranking is determined by that score. While these factors alone don't measure an advisor's overall abilities, in combination, they provide insight on an advisor's performance and effectiveness.

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

In just nine years in the industry, Alexandra Horwood has already made significant waves, including multiple appearances among WP's Top 50 Advisors. In 2019, Horwood also captured the Canadian Advisor of the Year Award at the Wealth Professional Awards, something she regards as a career highlight. "I am so proud," she said at the time. "I work so hard, have an amazing team, wonderful clients and am absolutely elated by this award. It means the world to me."

Looking ahead, Horwood has set new goals for herself, as she recognizes she still has plenty of runway ahead of her. "I absolutely see myself in the industry 10 years from now and even more," she says. "My long-term goal is to manage \$1 billion in assets by the time I am 40 — eight years from now. My yearly goal is always to be the number-one net new asset gatherer at my firm, which I have achieved for two years in a row."

