



## CAPTRUST Continues Strategic Growth with Addition of Two Advisory Firms

**RALEIGH, NC – March 19, 2019** – CAPTRUST Financial Advisors (CAPTRUST), one of the nation's leading independent wealth management and retirement plan advisory firms, today announced the addition of Watermark Asset Management and Rogers Financial to its growing family. These deals rounded out 2018 for CAPTRUST, a strong year of growth for the firm, and that momentum is expected to continue in 2019.

Led by Mark Miller, Watermark Asset Management is an independent investment advisor located outside of San Francisco. The firm, which handles individual client accounts with a high-touch approach, has \$400 million in assets under management (AUM) and close to 400 clients. Miller joins CAPTRUST, along with four other financial advisors and three staff members.

Headquartered in Harrisonburg, VA, Rogers Financial is an institutional advisory firm that advises on more than \$2.5 billion in assets for 35 retirement plans. Founded in 1994, the firm is run by Ken Rogers, who has worked in the retirement plan industry since 1987. Rogers joins CAPTRUST along with Financial Advisor Jenifer Nesselrodt. Additional terms of both deals are not being disclosed.

"We see both of these organizations as complements to our existing culture and growth trajectory," said Rick Shoff, managing director of the CAPTRUST Advisor Group. "Their cultures align perfectly with ours, and they bring top-notch talent and experience to our wealth management and institutional retirement advisory businesses."

During 2018, CAPTRUST announced the addition of four new wealth management firms to its growing advisor team: Knox Capital Group, Catawba Capital Management, Morton Wealth Management, and FCE Group. These acquisitions brought in more than \$3 billion in AUM, bringing



the total acquired assets for the year to \$5.8 billion. Coupled with strong organic growth, CAPTRUST reported a 26% increase in total assets.

“CAPTRUST is well positioned to provide our advisors with best-in-class technology, investment management, and back office resources so they can focus on taking care of clients and winning new business,” said J. Fielding Miller, CEO of CAPTRUST. “We create scale and efficiency for successful, like-minded firms who join us while they help us expand our client offering and culture nationwide.”

CAPTRUST has completed more than 30 deals since 2006. The firm now has 174 advisors across 39 locations and advises on more than \$300 billion in client assets across its wealth management, retirement plan, and endowment and foundation client base.

## READ MORE

- *Financial Advisor IQ*: [Captrust Buys Two Firms, Adding \\$2.8 Billion AUM](#)
- *Triangle Business Journal* (subscription required): [Captrust CEO outlines 2019 goals, hints at more deals](#)

## About CAPTRUST

CAPTRUST is an independent, employee-owned firm that provides investment advisory services to retirement plan fiduciaries, endowments and foundations, and comprehensive wealth planning services to executives and high-net-worth individuals. Headquartered in Raleigh, North Carolina, the firm represents more than \$300 billion in client assets from its offices located across the U.S.

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