



 **Mariner**
WEALTH ADVISORS

Navigating Your Financial Future

800-384-1756

www.marinerwealthadvisors.com

We focus on one thing—partnering with you to create a financial strategy for today and beyond that’s flexible enough to change along with you. The ultimate goal? Help you identify what is important so you can achieve your goals—we’re committed to being here for everything life brings your way.

OUR MISSION: PUTTING CLIENTS FIRST

When we founded our privately held national advisory firm in 2006, our top priority was to keep the client at the center of everything we do and that mission continues today under CEO Marty Bicknell’s leadership.

We have built our firm around what our clients need. We began by offering wealth planning resources and then added services from tax planning to insurance – all under one roof. We believe this integrated approach to wealth management helps simplify our clients’ lives.



YOUR JOURNEY



- Successes
- Lessons learned
- Goals attained
- View of money
- Experiences



- Priorities
- Core principles
- Your beliefs about family, wealth, debt and important causes
- Meaning of money



- What are the most pressing issues in your financial life?
- Big changes on the horizon?
- What might impact your financial situation?



- What must you accomplish?
- How do you envision your retirement?
- How will you protect your family's legacy?
- What have you always wanted to do?
- Where have you always wanted to go?

We'll partner with you on a plan to help with everything life brings your way.



Retirement Planning

Whether you are retired or many years away, we keep your retirement goals at the center of your integrated wealth plan.



Investment Management

Developing a portfolio that looks to leverage diversification and leading investment managers.



Tax Planning & Preparation

Strategizing and implementing ideas to help integrate tax and investment strategies, including proactive tax analysis.



Insurance Solutions

Utilizing insurance to create strategies to help protect your assets and your life.



Wealth Transfer Planning

Ensuring your wishes and desires for leaving assets or a legacy are in place before you need it.



Cash Flow Management

Helping you track personal and business income and expenses while looking for planning opportunities.



Investment Opportunities

Access to alternative investments.



Family Office Services

Act as a family CFO by coordinating your family's financial aspects and facilitating meetings with multiple generations of family members.



Business Succession & Valuation Planning

Helping entrepreneurs grow and transition their businesses and provide valuation reports.

OUR RESOURCES MAKE US DIFFERENT

We'll collaborate with our in-house teams to create a wealth plan with you that aligns with how you think about money and life.

INVESTMENT MANAGEMENT

A team of investment professionals provide insight to help your advisor design an investment strategy to minimize risk and tax exposure.

WEALTH ADVICE

We listen first, help identify what matters most to you, then create a financial strategy that can change along with you to help you reach your goals for today, tomorrow and beyond.

INSURANCE SOLUTIONS

Our experienced subject matter experts will help ensure your insurance coverage aligns with your goals to protect your family and assets.

ESTATE PLANNING AND TRUST SERVICES

Whether you wish to leave a legacy to heirs or a favored organization, we help you develop a strategy while ensuring your assets are passed according to your wishes in a tax-efficient manner.

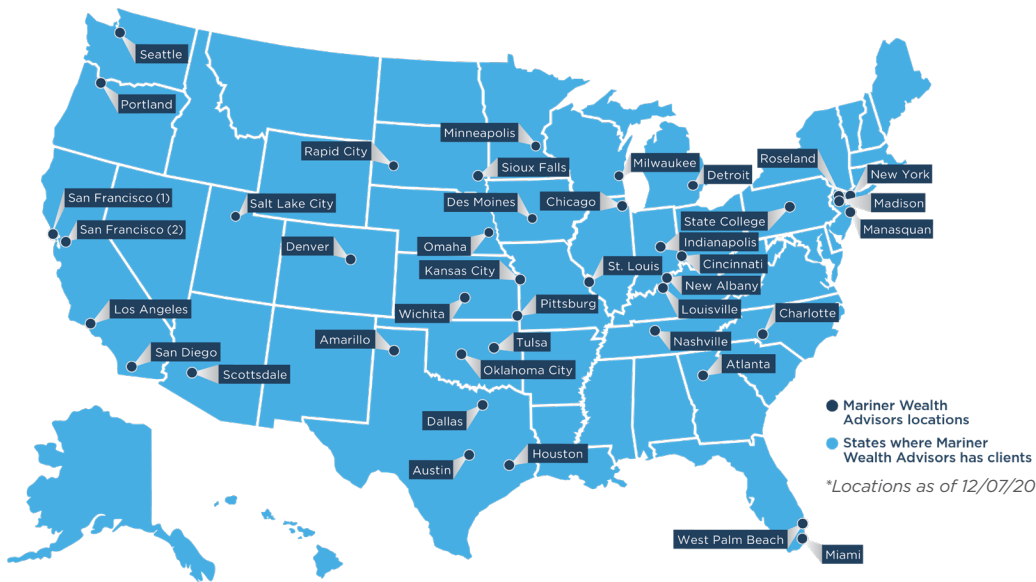


SPECIALIZED BUSINESS SERVICES

Business advisory professionals who are experienced in business valuation, and mergers and acquisitions are a trusted resource for business owner clients.

TAX PLANNING AND PREPARATION

We offer proactive tax strategies and year-round planning as an integral part of your wealth management plan.



INDUSTRY RECOGNITION

Ranked in the **top five** 2016 - 2020 Registered Investment Advisor Firms by *Barron's**

BARRON'S



ThinkAdvisor



Forbes

WHY MARINER WEALTH ADVISORS?

OBJECTIVE

Advisors providing personalized advice based upon each client's specific situation and goals.

SPECIALIZED

Experienced, multi-disciplined advisors focused on working with families and individuals building wealth.

RESPONSIVE

Cross-functional team working together to understand, plan and manage clients' ever-evolving financial needs and wealth demands.

DISCIPLINED

Forward-thinkers who help guide consistent decision-making to support long-term goals.

RESPONSIBLE

Advisors with a fiduciary responsibility to work in each client's best interests.



Giving Back: It's in Our DNA



Our CEO Marty Bicknell has long held the belief that, *to whom much is given, much is expected*. It is that belief that makes giving back to our communities central to our firm's culture. **Since our founding in 2006, Mariner Wealth Advisors has donated more than \$5 million to charity.**

To involve associates even more in our charitable endeavors, we created the Mariner Foundation, an associate-led charitable giving foundation with a core purpose of supporting underprivileged children and their families.

Our Foundation is funded through associate donations as well as a dollar-for-dollar company match. In addition to monetary gifts, employees give of their time and energy by volunteering at organizations such as Big Brothers Big Sisters, Giving the Basics, the Giving Grove, Ronald McDonald House Charities, Habitat for Humanity, Make a Wish and many more.

And because we feel so strongly about giving back, the firm provides associates with paid time off annually to volunteer in the communities where we live and work.

MEET OUR EXECUTIVE COMMITTEE



Marty Bicknell

President &
Chief Executive Officer



Cheryl Bicknell, JD

Chief Operating Officer
& Chief Strategy Officer



Jeff Poe

Chief Financial Officer



Brian Leitner, CFP®, ChFC®

Head of Wealth Management
& Chief Practice
Management Officer



Katrina Scott, CFA

Chief Investment Officer



WE OFFER 360° ADVICE DESIGNED TO LAST

We partner with you to create a financial strategy for today and beyond that's flexible enough to change along with you. We help you identify what's important so you can achieve your goals.

Mariner Wealth Advisors (“MWA”) is an SEC registered investment adviser with its principal place of business in the State of Kansas. Registration of an investment adviser does not imply a certain level of skill or training. MWA is in compliance with the current notice filing requirements imposed upon registered investment advisers by those states in which MWA maintains clients. MWA may only transact business in those states in which it is notice filed or qualifies for an exemption or exclusion from notice filing requirements. Any subsequent, direct communication by MWA with a prospective client shall be conducted by a representative that is either registered or qualifies for an exemption or exclusion from registration in the state where the prospective client resides. For additional information about MWA, including fees and services, please contact MWA or refer to the Investment Adviser Public Disclosure website (www.adviserinfo.sec.gov). Please read the disclosure statement carefully before you invest or send money.

MWA does not provide all services listed in this piece. Some services are provided by affiliates and are subject to additional fees. Additional fees may apply for tax planning and preparation services.

A conflict of interest exists to the extent that we may recommend that clients invest in private funds, managed by affiliates. These funds charge fees in addition to the fees charged by MWA.

Certain MWA representatives are licensed insurance agents and are compensated for the sale of insurance-related products through an affiliated insurance agency.

Please see below for additional information regarding the recognitions included within this presentation as well as the methodology used in determining each ranking, as applicable. Please note, these rankings and recognitions are not indicative of the firm’s future performance and may not be representative of a client’s experience with the firm. Firms did not pay a fee to participate in the surveys included below.

Barron’s Rankings

Barron’s awarded the 2020 #5, 2019 #4 and 2018 #3 Top RIA Firms ranking to Mariner Wealth Advisors based on data compiled for Mariner Wealth Advisors and the 2017 #2 and 2016 #1 rankings to Mariner Holdings based upon data compiled for Mariner Holdings’ registered investment adviser subsidiaries. The number of firms included in the rankings were: 20 (2016), 30 (2017), 40 (2018), 50 (2019) and 100 (2020). *Barron’s* publishes these lists based upon a number of criteria and the firms’ filings with the SEC were used to cross-check the data provided to *Barron’s*. The listing includes the firms’ numbers of clients, employees, advisors, offices and state locations. The award is not indicative of future performance and there is no guarantee of future investment success. Registration of an investment advisor does not imply a certain level of training or skill.

Barron’s also publishes four financial advisor rankings each year: The Top 100, The Top 100 Women, The Top 100 Independents and The Top 1,200, in which advisors are ranked on a state-by-state basis. The rankings are based on data provided by individual advisors and their firms. Advisor data is confirmed via regulatory databases, cross-checks with securities firms and conversations with individual advisors. The formula *Barron’s* uses to rank advisors is proprietary. It has these major components: assets managed, revenue produced, quality of practice, technology spending, staff diversity and succession planning. Investment returns are not a component of the rankings because an advisor’s returns are dictated largely by the risk tolerance of clients. The quality-of-practice component includes an evaluation of each advisor’s regulatory record. For additional information visit www.barrons.com.

Financial Planning Magazine

Adams Hall Wealth Advisors (previously Mariner Wealth Advisors-Oklahoma, now MWA) and RiverPoint Capital Management (previously Mariner Wealth Advisors-Cincinnati, currently MWA) were ranked among the 100 Top Fee-Only Firms in 2014.

Discovery Data compiled the rankings based on discretionary and non discretionary assets under management listed on SEC Form ADV. To capture independent fee-only planning firms, every effort is made to exclude firms with broker-dealer and insurance company affiliations and those with substantial outside ownership stakes held by private equity firms and some outside investors. The list also does not include roll-ups, aggregators or turnkey asset management programs. To capture firms that provide true holistic financial advice to individuals, only firms with 50 percent or more individual clients, as can be determined through the Form ADV, are included. Subjective review of unusual cases may result in inclusion or exclusion based on factors unique to those firms. As the RIA industry evolves, so does the criteria. For additional information visit www.financial-planning.com

Securities offered through MSEC, LLC Member FINRA & SIPC.



Financial Times

300 Top Registered Investment Advisers 2016 – RiverPoint Capital Management (now part of Mariner Wealth Advisors) and Mariner Wealth Advisors-Oklahoma (now part of Mariner Wealth Advisors).

Financial Times examined the database of RIAs registered with the US Securities and Exchange Commission and selected those that reported to the SEC that they had \$300m or more in assets under management (AUM). The Financial Times' methodology is quantifiable and objective. The RIAs had no subjective input.

The FT invited qualifying RIA companies – more than 1,500 – to complete a lengthy application that provided more information. This was added to their own research into firm practices, including data from regulatory filings. Some 520 RIA companies applied and 300 made the final list.

The formula the FT uses to grade advisers is based on six broad factors and calculates a numeric score for each adviser. Areas of consideration include adviser AUM, asset growth, the company's age, industry certifications of key employees, SEC compliance record, and online accessibility.

Assets under management and asset growth, combined, comprised roughly 80 to 85 per cent of each adviser's score. Additionally, the FT caps the number of companies from any one state. The cap is roughly based on the distribution of millionaires across the US. The research was conducted on behalf of the Financial Times by Ignites Distribution Research, a Financial Times sister publication. For additional information visit www.ft.com

Forbes

2019 - Faith Xenos ranked 10th of 51 Top Wealth Advisors in the Miami, Florida, area.

2019 - Faith Xenos ranked 65th of 250 Top Women Wealth Advisors.

2015 - Mariner Wealth Advisors ranked 12th among Top 100 Wealth Managers with \$10 billion under management.

Advisors are selected for the Top Wealth Advisors Forbes rankings by Shook Research based on an algorithm of qualitative and quantitative criteria, including: in-person interviews, industry experience, compliance records, revenue produced and assets under management.

The Forbes ranking of America's Top Women Wealth Advisors, developed by SHOOK Research, is based on an algorithm of qualitative and quantitative data, rating thousands of wealth advisors with a minimum of seven years of experience and weighing factors like revenue trends, assets under management, compliance records, industry experience and best practices learned through telephone and in-person interviews. Portfolio performance is not a criteria due to varying client objectives and lack of audited data.

The 2015 Forbes ranking is based upon information compiled using data for Mariner Wealth Advisors, LLC and its majority owned subsidiary registered investment advisory firms.

Data for the Top Wealth Managers list is compiled by RIA Database. Candidate firms qualify based on both quantitative and qualitative criteria. In 2015 the list was expanded to 100 firms, ranked by assets under management for year-end 2014, reported as of March 31, 2015.

Members of the list must have managed at least 50% of their assets on behalf of retail clients, cannot run a broker-dealer (they can be affiliated with one), cannot be a bank (trust companies are permitted), and must be performing wealth management services. Firms cannot have had any regulatory, civil or criminal disclosures. The list looks beyond exclusively fee-only advisors. For additional information visit www.forbes.com

FA Magazine

2018 RIA Ranking, Asset Category: \$1 Billion and Over - Mariner Wealth Advisors #13

2015 RIA Ranking, Asset Category: \$1 Billion and Over - Mariner Wealth Advisors #14

2014 RIA Ranking, Asset Category: \$1 Billion and Over - Mariner Wealth Advisors #15

The 2014 and 2015 FA Magazine rankings are based upon information compiled using data for Mariner Wealth Advisors, LLC and its majority owned subsidiary registered investment advisory firms. For additional information visit www.fa-mag.com

ThinkAdvisor

2016 - Marty Bicknell, CEO of Mariner Wealth Advisors, named an Innovator Entrepreneur - The 2016 IA 25