

## FOR IMMEDIATE RELEASE

### Raymond James Ltd. Hires New Canadian Private Client Strategist Industry Veteran Andy MacLean Joins Firm

MARCH 22, 2011 – Toronto - Investment dealer Raymond James Ltd., the Canadian arm of North American investment dealer Raymond James Financial Inc., today announced that industry veteran Andy MacLean will join the firm effective April 1, 2011 as its new Private Client Strategist for Canada.

“Andy is a talented professional who will enhance our ability to better serve our Financial Advisors and their clients by delivering actionable investment ideas, market commentary and portfolio solutions,” says Terry Hetherington, Executive Vice President and head of the firm’s Private Client business. “He brings unique expertise and insights that will add a new dimension to our overall efforts.”

Prior to joining Raymond James, Andy had established a solid reputation in the industry holding progressively more senior roles at a number of highly respected firms. Most recently, he served as head of Investment Strategy at Richardson GMP where he was responsible for that firm’s investment strategy including asset allocation, security recommendations and alternative products.

“Andy joins an already strong team and will play an integral role in helping to take our private client solutions to a new level of excellence,” says Mario Addeo, Senior Vice President, Private Client Solutions. “He will work closely with both our Canadian and U.S. colleagues to ensure our Financial Advisors and their clients are benefitting from the North American perspective that is unique to Raymond James.

A savvy and experienced communicator, he will also serve as a key corporate spokesperson sharing his market insights through various media sources and client presentations, adds Addeo.

“I am excited to be joining a firm whose values underscore its ongoing commitment to providing exemplary financial care to its clients, at all times,” says MacLean. “Especially in these volatile and challenging markets, it is more important than ever for individual investors and their families to be able to count on trusted advice from their Financial Advisor to help them create the best financial plan to protect and grow their portfolios. This is an area that has always been an important area of strength for Raymond James.”

Raymond James is one of North America's leading full-service investment dealers with an extensive presence across Canada and the United States. Raymond James Ltd. is the Canadian subsidiary of Raymond James Financial, Inc.

Raymond James Ltd. is a full service Canadian investment dealer with excellent equity research coverage of both Canadian and U.S. firms, strong access to the new issue market, innovative institutional equity teams and leading-edge financial products and services. Through its network of approximately 5,300 Financial Advisors across North America, including 440 Financial Advisors in Canada, Raymond James serves more than 2 million individual clients and manages more than \$262 billion in client assets under administration. For more information about Raymond James, please visit our web site at: [www.raymondjames.ca](http://www.raymondjames.ca).

In 2010, for the second year in a row, Raymond James Ltd. ranked Highest in Investor Satisfaction among Canadian investment dealers according to the J.D. Power and Associates Full Service Investor Satisfaction Study\* .

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\* Raymond James Ltd. received the highest numerical score among full service brokerage firms in the proprietary J.D. Power and Associates 2009-2010 Canadian Full Service Investor Satisfaction Studies™. 2010 study based on 6,486 total responses measuring 14 brokerage firms and measures opinions of investors who used full-service investment institutions. Proprietary study results are based on experiences and perceptions of consumers surveyed May 2010. Your experiences may vary. Visit [jdpower.com](http://jdpower.com).