

# RAYMOND JAMES®

## **Raymond James Hires Senior Executive to Lead Advisor Recruitment Efforts in Canada: Tom Williams Joins the Firm**

September 2, 2014 – Toronto – Investment dealer Raymond James Ltd., the Canadian arm of North American investment dealer Raymond James Financial, Inc., today announced that Tom Williams has joined the firm as Senior Vice President, Head of Growth and Development, Private Client Group. His primary responsibilities will be to lead the firm's advisor recruitment efforts.

"Tom has earned an impeccable reputation among Financial Advisors for his leadership, integrity and ability to cement strong and enduring relationships," says Terry Hetherington, Executive Vice President and Head of the firm's Private Client Group. "We are confident he will be an impact player who will build on our successful record of attracting high quality Financial Advisors to Raymond James."

Tom Williams joins the firm most recently from Richardson GMP where he was Division Director, Regional Manager, Eastern Canada. He has also held other senior roles over his more than 20 years in the industry including key regional and national growth mandates at Macquarie and CIBC.

"It's exciting to join a firm that makes it clear that Financial Advisors and their clients are its primary focus," says Williams. "Raymond James is a unique firm that offers advisors the best of both worlds -- the strength of a North American leader, with the ability to leverage world class wealth management solutions for the benefit of individual investors and families in communities across Canada."

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 6,200 Financial Advisors across North America, including 400 Financial Advisors in Canada, Raymond James serves more than 2.5 million individual clients and manages more than \$479 billion in client assets under administration.

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