

Your goal is within reach.
See it through.

Manage your finances. Guard your future.

You've made the journey from the playground to the pros. Now is the time to develop a strategy for making the most of the opportunities you've earned. We aim to turn your early success into financial independence you can enjoy throughout your career, as you move into new ventures, and as you eventually transition into retirement.

DRAW UP A GAME PLAN.

Planning ahead is essential to reaching the financial goals you've set for yourself—and to maintaining your focus through each stage of your career and beyond.

PRESERVE YOUR WEALTH.

Take steps now to preserve and grow your wealth so that it can support your lifestyle and sustain you and your family for a lifetime.

PROTECT YOUR ASSETS.

Work with our team to implement protective measures that will help position your assets to diminish potential risks and losses.

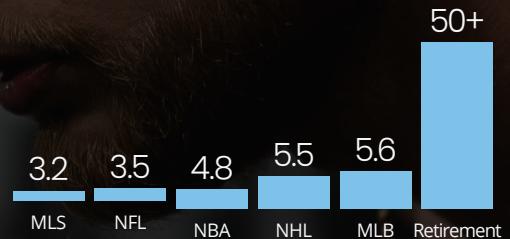
MINIMIZE TAXES.

Let our tax professionals apply their deep understanding of tax and estate laws to help you keep more of what you earn.

SECURE YOUR FUTURE.

Together, we'll explore preserving your wealth in ways that support you, your family, and your legacy.

AVERAGE CAREER LENGTH IN YEARS*



AVERAGE CAREER EARNINGS*

\$24.7M
NBA PLAYER

\$17.9M
MLB PLAYER

\$13.2M
NHL PLAYER

\$6.7M
NFL PLAYER

\$0.5M
MLS PLAYER

Even the greats rely on their teammates.

The combined effort of teammates is a powerful force in any sport. It's no different in the financial arena.

The members of the Focus Partners Wealth team are dedicated to your success—just like you are. Count on our skill, experience, and judgment to guide you through the financial decisions you'll make as you move through your career. We understand the importance of good teammates and will work with other key advisors and family members within your inner circle.



IAN BARCLAY, CPA/PFS
Managing Director
Senior Wealth Advisor,
Sports and Entertainment

- Experience counseling active and professional athletes
- Particular expertise in counseling current and retired athletes and executives in the areas of international tax and cross-border financial considerations
- Comprehensive wealth management and financial advisory services for high-net-worth individuals and families throughout the U.S. and the world
- Awarded the Personal Financial Specialist designation in 1994



CRAIG S. JONES, MBA, JD
Co-President
Sports and Entertainment



BILLY BLASE, MBA, CHFC®
Senior Wealth Advisor

- Broad and dynamic background in finance, tax, and strategic planning
- Expertise and experience managing the wealth of active and retired professional athletes, particularly in the NFL and NBA
- Strategic wealth management services and sophisticated strategies to enhance and preserve individual and family net worth
- Granted the Certified Private Wealth Advisor® designation in 2010

- Former D1 (Yale) & pro ice hockey goaltender turned financial professional
- Wall Street Experience working previously for Deutsche Bank, Merrill Lynch, and Citibank as a Sr. Vice President Wealth Advisor
- Provides concierge services & holistic financial advice to help clients execute on their unique personal goals
- Licenses: Series 7 & 66
- Designations: Chartered Financial Consultant (ChFC®) & Dual Post-Graduate Degrees (MA, MBA)



NINA MITCHELL
Co-President
Sports and Entertainment



FRANK MENTONE, CFA®
Senior Wealth Advisor

- Expertise in investment advisory, financial planning, tax, and family office services
- Advises on the complex financial lives of business owners, executives, and professional athletes
- Speaker, writer, and contributor for women's financial advocacy
- Prior executive experience at specialized sports management companies

- Approved by the NFL Players Association as an advisor for players
- Leverages his education and CFA® charter to provide clients with holistic financial services
- Over a decade of experience in wealth management and private banking
- Partners with advisors across the U.S. to build portfolios and allocate assets for clients
- Member of the Miami CFA® Institute

Stats tell the story

PRESERVE WEALTH**



Bankruptcy affects 15.7% of NFL players within 12 years of retiring.

PROTECT ASSETS***

60-80%

Divorce rate among professional athletes is 60-80% versus 50% for the U.S. public.

Your journey from early success to lasting wealth.

You have lofty ambitions and high expectations for yourself—and the inner drive to achieve everything you've set out to do.

We can assist you in accumulating and preserving the hard-earned wealth that comes from a highly successful career. Let's get to work on a winning game plan for your financial future.

To learn more, visit wealth.focuspartners.com.

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* Source: <http://ftw.usatoday.com/2013/10/average-career-earnings-nfl-nba-mlb-nhl-mls>. "Retirement" refers to years spent no longer playing sports (accessed September 2017).

** Source: <http://fortune.com/2015/04/15/nfl-players-bankrupt/> (accessed September 2017).

*** Source: <http://www.benefitspro.com/2014/08/14/high-divorce-rate-plays-havoc-on-athletes> (accessed September 2017).



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