

## Ameriprise Recruits 3 Advisors With \$265M AUM

Ameriprise nabbed two advisors from MSI Financial Services and one from Hilliard Lyons

By Emily Zулz

Three advisors recently joined Ameriprise Financial with a combined \$265 million in assets under management.

Stephanie Karpow and Robert Lester of San Diego join the Ameriprise employee channel from MSI Financial Services with approximately \$156 million in assets under management.

Prior to joining Ameriprise, Karpow was at MSI for almost nine years, according to her LinkedIn profile. Her title at Ameriprise will be financial advisor. Lester, who has more than 36 years of experience in the financial industry, will have the new title of financial advisor and managing director at Ameriprise.

"I felt Ameriprise was the right move because of the large selection of investment and insurance options my team can customize to help clients achieve their financial goals," Karpow said.

Katherine Kicklighter of Louisville, Kentucky, joins the Ameriprise employee channel from J.J.B. Hilliard, W.L. Lyons LLC.

Kicklighter's new title is financial advisor and vice president. She has approximately \$109 million in assets under management.



Stephanie Karpow and Robert Lester of San Diego.

Ameriprise also recently brought on a team with \$463 million in assets to its employee channel from Merrill Lynch.

Ameriprise had strong second-quarter earnings with its net income rose 17% from a year ago to \$393 million, or \$2.50 per diluted share. Ameriprise has some 9,640 advisors, with 81 experienced advisors joining the firm during the second quarter. Its average trailing 12-month fees and commissions per rep were \$541,000.

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*The "average trailing 12-month fees and commissions per rep" amount reflects the total revenue received by Ameriprise in connection with its Advice & Wealth Management segment divided by the total number of advisors. This amount does not represent average or actual gross revenues, net revenues, or payouts that any advisor earns or may earn. As a result, this information does not specify or imply a specific amount or range of sales or income that a prospective franchisee will or may make.*