

## FOR IMMEDIATE RELEASE

### **JOE HORLINGS AND SHAWN KERSJES OF PEARLSTREET INVESTMENT MANAGEMENT NAMED TO FT 401 RETIREMENT ADVISERS LIST**

**ST. LOUIS, October 22, 2020** – Stifel today announced that Joe Horlings and Shawn Kersjes of Pearl Street Investment Management of Stifel have been named to the *Financial Times* 401 Retirement Advisers list for 2020. The list recognizes the top financial advisors who specialize in serving defined contribution (DC) retirement plans across the U.S.

The final FT 401 represents an impressive cohort of elite advisors in 41 states and the District of Columbia with median DC plan assets under advisement of \$800 million. The PearlStreet team consists of 12 professionals with more than 150 years of combined experience and advises \$8.4 billion in employer-sponsored institutional retirement plan assets.\*

“Our team is highly appreciative of this recognition and truly honored to be in the ranks of many talented retirement plan advisors,” said Joe Horlings, Managing Director/Investments at PearlStreet Investment Management of Stifel. “It is an even greater honor to serve our plan sponsor clients, their committee members, and employees toward successful retirement plan outcomes.”

PearlStreet Investment Management is based in Stifel’s Grand Rapids, Michigan, Private Client Group office, located at 250 Pearl Street NW. The team can be reached by calling (616) 827-4640 or (844) 265-9678.

\*As of 9/30/20

### **About the FT 401 Top Retirement Advisers**

FT 401 Retirement Advisers, October 22, 2020. The FT 401 Top Retirement Advisers is an independent listing produced annually by Ignites Research, a division of Money-Media, Inc., on behalf of the *Financial Times*. The FT 401 is based on data gathered from advisors, regulatory disclosures, and the FT’s research. The listing reflects each advisor’s status in six primary areas: DC plan assets under advisement (AUA), DC AUA growth rate, specialization in DC plans, years of experience, advanced industry credentials, and compliance record. A total of 855 advisors applied for the award, of which 401 were selected (47%). This award is not indicative of the advisor’s future performance. Neither the advisors nor their parent firms pay a fee to the Financial Times in exchange for inclusion in the FT 401.

### **Stifel Company Information**

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investment advisory, and related financial services to individual investors, professional money managers, businesses, and municipalities. Stifel Bank and Stifel Bank & Trust offer a full range of consumer and commercial lending solutions. Stifel Trust Company, N.A. and Stifel Trust Company Delaware, N.A. offer trust and related services. To learn more about Stifel, please visit the Company's website at [www.stifel.com](http://www.stifel.com).

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