

News Release | March 25, 2020

Wells Fargo Private Wealth Management recognized by wealth industry peers

Abbot Downing and Wells Fargo Private Bank receive Family Wealth report award for Wealth Planning

NEW YORK – March 25, 2020 – Family Wealth Report (FWR), a Clearview media company, awarded Wells Fargo Private Wealth Management as best Wealth Planning offering in its annual awards. The FWR Awards showcase the best of wealth providers in the global private banking, wealth management and trusted advisor communities, and recognizes companies, teams and individuals that demonstrated innovative excellence during 2019. Private Wealth Management includes Abbot Downing, a boutique multi-family office business with a 48-year history of servicing clients, and Wells Fargo - Private Bank, which helps individuals and families build, manage, preserve and transfer their wealth.

“This is a great honor to be recognized by our peers in the wealth industry,” said **Julia Wellborn**, head of Wells Fargo Private Wealth Management. “With 145 seasoned wealth planners, the firm ensures planning is well integrated into the client experience. Client Discovery and planning form the foundation of our approach to serving clients.”

Abbot Downing and The Private Bank were recognized for providing wealth planning services to clients based on a foundation of sound, thoughtful, and objective consulting. The firm has gained attention in the industry for providing customized services to help clients sustain wealth across generations. These services also include offering qualitative services, including Family Dynamics, Education and Family and Business History services that help clients understand their past to prepare for the future as well as business transition services

Abbot Downing was also highly commended for providing family wealth counseling services to clients based on helping clients navigate wealth’s most complex questions: pertaining to maintaining family alignment and connectivity; educating and preparing next generations; and, ensuring that structures and processes are in place to support effective family decision making. The firm has gained attention with their team of 15 professionals in the Abbot Downing Institute for Family Culture (IFC) offering four capabilities for qualitative counselling resources: Family and Business History; Family Dynamics, Education and Governance; Family Business Transitions; and, Social Impact Analysis.

“We are humbled to be recognized by our peers in the wealth industry. Our offering is as unique as the families that we serve and customized to help stakeholders across multiple generations to be good stewards of their wealthy by leaving a legacy for their families and communities,” said **Jack Ginter**, president of Abbot Downing.

“The awards truly reflect excellence in wealth management and the very best operators in the private client industry,” said **Stephen Harris**, CEO of ClearView Financial Media and publisher of the London-based **Family Wealth Report**. “Our judging process is based on independence, integrity and genuine insight.”

Now in its seventh year, the Family Wealth Report Awards focus on three categories: experts (individuals and teams); products and services for wealth managers and clients; and institutions of all sizes and types. Firms submitted nominations in October 2019 which were reviewed by an expert panel in December. Winners were announced in the Family Wealth Report publication on March 19. Click [here](#) for additional information.

About Abbot Downing

[Abbot Downing](#) is a leading provider of financial services to ultra-high-net-worth clients and family offices, as well as foundations and endowments. Teams of local professionals are dedicated to each client family to provide specialized knowledge in asset management; trust, fiduciary, and administrative services; private banking and custom credit solutions; planning, family history, family dynamics and education services. As of December 2019, the firm has \$46 billion in client assets. The original Abbot Downing built the iconic stagecoaches that have come to represent Wells Fargo. Abbot Downing, a Wells Fargo business, provides products and services through Wells Fargo Bank, N.A. and its various affiliates and subsidiaries. Wells Fargo Bank is the banking affiliate of Wells Fargo & Company.

About The Private Bank

Wells Fargo Private Bank, the fourth largest wealth management provider in the United States (Barron’s 2018), offers a full range of financial services and products to help individuals and families build, manage, preserve and transfer their wealth. The Private Bank services clients across North America and internationally with \$155 billion in assets under management (12/31/19). Wells Fargo Private Bank provides products and services through Wells Fargo Bank, N.A. and its various affiliates and subsidiaries. Wells Fargo Bank, N.A. is the banking affiliate of Wells Fargo & Company.

About Wells Fargo

Wells Fargo & Company (NYSE: WFC) is a diversified, community-based financial services company with \$1.9 trillion in assets. Wells Fargo’s vision is to satisfy our customers’ financial needs and help them succeed financially. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, investment and mortgage products and services, as well as consumer and commercial finance, through 7,400 locations, more than 13,000 ATMs, the internet ([wellsfargo.com](#)) and mobile banking, and has offices in 32 countries and territories to support customers who conduct business in the global economy. With approximately 260,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 29 on Fortune’s 2019 rankings of America’s largest corporations. News, insights and perspectives from Wells Fargo are also available at [Wells Fargo Stories](#).

Additional information may be found at [www.wellsfargo.com](#) | Twitter: [@WellsFargo](#).

Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value

Contact Information

Media

Julie Andrews, 704-914-7770

Julie.Andrews@wellsfargo.com

Vince Scanlon, 336-842-7687

Vince.Scanlon@wellsfargo.com