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Congress Wealth Management Names Scott W. Dell'Orfano To Lead National Growth Initiatives Through M&A

Former President of Boston Private Wealth Sets Goal of Growing AUM and Expanding Footprint of Congress Wealth Management

(Boston, MA) – October 14, 2019 – Congress Wealth Management announced today it has named Scott W. Dell'Orfano as Chief Strategic Officer. In this role, he will oversee a major growth initiative in key U.S. markets, with the aim of growing clients and assets under management significantly over the next five years.

Mr. Dell'Orfano, who is based in Jupiter, Florida, joins Congress Wealth Management from Boston Private Wealth, where he served as President and Chief Operating Officer, and was responsible for corporate strategy and acquisitions.

"We're excited to have Scott join the Congress Wealth Management team and to make an immediate impact in driving strategic partnerships and leading all merger and acquisition activity," said Paul Lonergan, President of Congress Wealth Management. "Over the last 10 years, we achieved $2 billion in assets under management organically through an intense focus on providing a superior client experience, and on offering customized creative investment solutions and advice. Now, with Scott's leadership, we feel confident we will be able to expand into new markets in key wealth centers around the U.S. by identifying strategic partners that are a strong philosophical and cultural fit."

Mr. Dell'Orfano is a 29-year veteran of the financial services industry. He has a strong record of successful mergers and acquisitions on both the buy and the sell side. In addition to managing the expansion plans at Congress, Mr. Dell'Orfano will contribute to the enhancement of services available to Congress Wealth clients. He has a proven success rate in running large growth-oriented businesses. His relationships throughout the Registered Investment Advisor community will support the growth of the firm and its brand.

“This is a tremendous opportunity because Congress Wealth has built such a scalable and highly regarded service model for its clients,” said Mr. Dell’Orfano. “This firm is very attractive to strategic partners that want help in growing their respective businesses, and also want to be part of a nationwide expansion play. We’re looking to make deals in the right geographic wealth centers with partners that share our focus on helping clients succeed and our commitment to firm growth.”

The addition of Mr. Dell’Orfano to the Congress Wealth Management team follows the recent hiring of two other former Boston Private executives, Gerald Graves and Chris Dudley, who joined the firm in July to lead Congress Wealth’s West Coast practice. This new initiative primarily services professional athletes, entertainment industry clients, and other high-net-worth individuals.

“Gerald and Chris have quickly acclimated to our team and have given us a strong presence on the West Coast,” said Lonergan. “We see great potential in positioning the Congress Wealth brand in other high-value markets, and Scott Dell’Orfano is a tremendous asset for us in pursuing that growth.”

Prior to serving as President and COO at Boston Private Wealth, Mr. Dell’Orfano was a member of the firm’s executive management team and served on the Boston Private Bank & Trust Company’s Policy Group. Before joining Boston Private Wealth in 2014, Mr. Dell’Orfano was Executive Vice President of Fidelity Institutional Wealth Services Group. Mr. Dell’Orfano received his B.S. in Economics from Union College.

About Congress Wealth Management
Congress Wealth Management is a Boston-based, privately-held, SEC registered investment management firm providing innovative wealth solutions to high-net-worth individuals, families, foundations and endowments. Congress Wealth Management also has offices in Westport, CT, Scottsdale, AZ, and Orange County, CA. The firm – which grew AUM from $200 million in 2009 to $2 billion today - was recently recognized as a Top 300 Registered Investment Advisor by Financial Times.