

# Who We Are



**ALIGN**<sup>TM</sup>  
wealth management

CLIENT FOCUSED. PERIOD.<sup>®</sup>

# Advisors With Purpose

Align Wealth Management provides fee-only wealth management and financial planning services for high net worth individuals, families and small business owners. We strive to take the emotions out of investing and counsel clients to avoid making short-sighted moves based on current market conditions. Our goal is to help our clients build, manage and preserve their wealth with a sustainable strategy linked directly to their risk tolerance, stage in life and personal financial goals. We believe that a wise approach is to hire an advisor based on trust, confidence, integrity and experience.

Who We Are highlights Align's team with decades of experience across portfolio management, retirement planning, estate planning, insurance analysis and income tax planning. With this foundation of technical knowledge firmly in place, Align advisors invest their time getting to know their clients and families. That is the enduring value of working with an advisor — knowing someone is going to be there through every season.

## Meet the Team

The value we deliver is a direct result of our team culture – a team of financial experts working with and for you. At the core of our culture, you'll find living, breathing people: Brian, Dennis, Laura, Darlene, and Debbie. And, although you'll get to know each of us, you'll work with our entire team. As a team, we bring all our energy, expertise, and experience to bear on your unique situation.

And, because we work solely for you (rather than a bank or brokerage firm), we are free to develop broad strategic relationships with the best and brightest wealth management experts wherever they are found. One example is our strategic alliance with Forum Financial Management of Chicago. This flexibility allows us to solve even the most complex financial issues.

The result? Simple and elegant financial solutions to help you make the most of your one financial life. All delivered in an objective, fee-only fiduciary relationship. We are Client Focused. Period.





## Brian Puckett, JD, CPA, CFP®

In 1993, Brian established Align Wealth Management to fill an important void for high net worth individuals, families, and small business owners seeking something

different and special within the financial services industry.

Brian is a CERTIFIED FINANCIAL PLANNER™, a CPA with Personal Financial Specialist (PFS) credentials,

and an attorney, making him one of the few “Triple Board Certified” financial advisors in practice today. With 25 years in wealth management, Business Week listed Brian among the Top 50 most experienced independent advisors in the US. His trio of high caliber credentials underscores a personal passion for helping clients make the most of their financial lives.

Prior to creating Align, Brian practiced as a business lawyer at Fowler, White in Tampa. He also practiced as a CPA with the global accounting firm of Price Waterhouse Coopers. Brian holds a bachelor’s degree in Accounting from the University of Oklahoma with a concentration in Finance. He graduated in the top 10% of his class at the University of Oklahoma School of Law. Brian is a member of the American Association of Attorney-Certified Public Accountants.

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## Dennis Packard, CFP®

Dennis describes his professional journey as following a slightly different path yet arriving at the same destination for the same reasons expressed by his colleague Brian Puckett to, first and foremost, have

the freedom to serve clients’ broad wealth management interests.

A financial services professional since 1997, Dennis began his career as an investment banking bond analyst for Dow Jones/

Bridge Financial. Later, he joined TD Waterhouse in Oklahoma City, where he was a Senior Investment Consultant and Retirement Specialist, helping clients with their financial and retirement planning needs. Partnering with Brian in 2006, they jointly crafted their firm’s client-first, team-oriented service strategy.

Dennis is regularly sought after by media sources such as The Oklahoman, Fox News, and OKCBiz to share his insights and expertise on sound money management techniques. He is a CERTIFIED FINANCIAL PLANNER™ and holds a bachelor’s degree in Finance from Oklahoma State University.

He serves on the Midwest Region Board of Directors for the National Association of Personal Financial Advisors, the country’s leading professional association of Fee-Only financial advisors. Dennis’ wife, Keri, is a teacher and they have one daughter, Kaitlyn.

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A lifelong learner, Laura has a passion for educating and helping others. Laura has long been an advocate for the individual investor, and considers it the upmost privilege to help people achieve their financial goals through the creation and preservation of their wealth. Laura's clients include high net worth individuals, closely held companies and their owners. She utilizes her extensive range of knowledge, skills and experience to serve others in all aspects of portfolio management and financial planning.

One of Laura's specialties is designing and building financial plans to help clients navigate their retirement journey. Laura helps individuals sort through the complexities of goal setting, cash flow planning, and Social Security strategies.

Laura is a Certified Public Accountant and CERTIFIED FINANCIAL PLANNER™. She received a Bachelor



## Laura Payne, CPA, CFP®

of Science/Accounting degree from the University of Central Oklahoma. She began her career at Arthur Andersen, and spent nearly 6 years serving Oil and Gas and Non-Profit clients. She brings over 20 years of experience in financial analysis, tax,

401(k) administration, and benefit plans.

Laura is a native of New Mexico, enjoys reading and world science. She participates in the OKC Memorial Marathon as a half-marathoner.

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Darlene brings over twenty years' experience to her position as Align's Client Service Manager. She joined the Align team in 2002 and has been instrumental in helping client's make the most of their financial lives. Darlene holds a Finance degree from the University of Central Oklahoma. Darlene began her career in the trust department of a large banking institution. She has also worked with registered investment advisor firms in Oklahoma, Florida, and North Carolina. Darlene is expert at navigating the investment platforms utilized by Align. The bottom line is that Darlene makes life easier for every Align client and every Align team member. Darlene and her husband Gregg live in Edmond. They have one son, Luke.

## **Darlene Eisel**, Client Services Manager

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Debbie joined Align Wealth Management in 2008. She has over twenty years of experience in the financial services industry, with extensive knowledge in banking, cash management, marketing, real estate and insurance. She holds a Bachelor's degree in Business Administration from the University of Central Oklahoma. Debbie enjoys working with Align's exceptional clientele. She lives in Edmond with her husband Mark and their five children.

## **Debbie Stanley**, Client Services Associate

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Like our advice, our extended network reaches beyond investments. Our strategic partner, Forum Financial Management, LP (Forum), is a top-tier independent registered investment advisor firm of 50 investment professionals (including Certified Financial Planner™ certificants, CPAs, and attorneys). Forum provides Align with a deep multidisciplinary bench of high caliber professionals. Forum's partners bring on average over 25 years of experience in one or more aspects of financial management including: investment portfolio design, retirement, estate, insurance, and tax planning. Importantly, like Align, Forum is engaged in delivering wealth management services in the real world to real clients. Throughout the years, our ability to freely share ideas with other successful wealth management firms has proven extremely valuable to our family of clients. While Forum has partners with various specialties, we have highlighted a few Forum partners on the following pages so you may get to know them.

To learn more about Forum, visit [www.forumfin.com](http://www.forumfin.com).



## Nirav Batavia, CFA

Nirav Batavia serves as co-Managing Partner of Forum and co-Director of Forum's Investment Committee as well as Chief Technology Officer. His 14 years of experience in the financial services industry include five years at Citigroup managing a

\$1 billion fixed-income portfolio as trader and portfolio manager. He also co-founded an \$80 million fixed-income hedge fund in 2008.

Nirav's experience with entrepreneurial and social media

companies includes positions as Vice President of Interactive Marketing and Social Media Specialist for NutshellMail, acquired in 2010 by Constant Contact. He is currently also the CEO of Owl Technologies, a technology service provider for advisors that provides clients with a better and more efficient financial advisory experience. He has written many articles and blog pieces on personal finance and investing.

Nirav is a CFA® charterholder. He graduated from the Wharton School of the University of Pennsylvania with a Bachelor's degree in Economics with a concentration in Finance and from Penn Engineering with a Bachelor's degree in Electrical Engineering. Nirav earned his MBA from The University of Chicago Booth School of Business with concentrations in Entrepreneurship and Accounting.

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## Alan C. Hambourger, CPA, PFS, CFP®

Alan C. Hambourger has more than 25 years of experience serving his clients and providing the solutions required to meet their financial goals. His clients count on him for their wealth management needs,

and his knowledge and experience make him an invaluable person in their lives. Early in his career, Alan worked as a CPA. He discovered that he wanted to be in touch with his clients throughout the year, not just

at tax time. He became a CERTIFIED FINANCIAL PLANNER™ professional in 1988 so he could acquire the knowledge to offer financial planning as well as estate, retirement and tax planning.

Over the past 25 years, Alan has been recognized for excellence by the financial advisory community for his commitment to the principles which guide him as a financial advisor. He has been quoted in *Practical Accountant* and *CPA Wealth Provider* as well as in other industry periodicals, and he has been a guest speaker at various conferences throughout the country.

Alan earned a Bachelor's degree in Accounting from the University of Illinois in Urbana. He is a member of the American Institute of Certified Public Accountants and the Financial Planning Association.

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Marcus K. Heinrich is an experienced wealth manager. His clients include business owners, successful professionals, corporate executives and physicians. Marcus also works with individuals in financial transition, particularly those contemplating retirement or the sale of a business, or experiencing the loss of a loved one. His guidance helps his clients clarify realistic goals and make sound financial decisions. He has been instrumental in the consistent growth of the firm's national clientele. Marcus is also responsible for recruiting new advisors to the organization.



## Marcus K. Heinrich, CFP®

Over his career of more than 25 years, he has served as mentor to hundreds of other financial advisors. Marcus was one of the original Principals of The Terra Financial Companies and helped grow the original six-person business into a national, multidisciplinary, financial services organization.

Marcus is a CERTIFIED FINANCIAL PLANNER™ professional. Marcus received a Bachelor's degree in Engineering from the University of Illinois in Urbana. When he is not at the office, he enjoys hiking, spending

time with his wife, Anita, and playing with his four grandchildren. Marcus is also involved with several charitable organizations.

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Howard Kite prides himself on working with clients to implement value-driven portfolios of investments and insurance that allow individuals to accumulate and preserve their assets throughout their lives. He has the notable ability to make the often-confusing world of insurance and financial planning easier to understand so clients can make knowledgeable, informed decisions.



## Howard Kite, CFP®, ChFC, CLU

Howard entered the financial services industry in 1981. He later became one of the original Principals of the Terra Financial Companies, and later after its sale to GE Capital in 1998, was instrumental in its dramatic growth. As a part of GE and later Genworth Financial Securities Corp, he was the Chief Operating Officer and National Sales Manager. In 2009, he affiliated with Forum Financial Management,

LP and started Pinnacle Wealth Management to pursue his own business interests. He is an Investment Adviser Representative

of Forum Financial Management, LP and Managing Member of Pinnacle Wealth Management, LLC.

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## Norbert M. Mindel, JD, CPA, CFP®

Norbert (Norm) M. Mindel is known in the financial services industry as an entertaining and insightful public speaker. He is an experienced wealth manager and advisor to high net worth individuals and businesses.

He is also an estate planner, financial planner, attorney, author and race car driver. As one of the original Principals of The Terra Financial Companies, he helped grow the original six-person business into a national, multidisciplinary, financial

services organization. He led the development of a fee-based, investment advisory platform that reached \$3.4 billion in client funds.

Norm is primarily responsible for strategic planning for the firm. He has been instrumental in the substantial growth of the firm's national clientele. With his background in accounting, law and wealth management, Norm works with business owners to address complex issues such as estate planning and succession planning.

He has appeared on CNBC and WMAQ. Norm has been quoted in numerous publications, and he is the co-author of *Wealth Management in the New Economy*.

Norm holds a Bachelor's degree in Management and Finance from the Illinois Institute of Technology and a JD from Chicago-Kent College of Law.

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## Jonathan M. Rogers, CFP®

Jonathan M. Rogers serves as co-Managing Partner of Forum and co-Director of Forum's Investment Committee. He previously worked for Dimensional Fund Advisors in

their Financial Advisor Services Group, where he had both analytical and business development responsibilities.

As co-Managing Partner, Jonathan leads strategic projects across the organization, as well as coordinates operations, communications and training across all advisory teams that constitute Forum's Wealth Advisor Alliance.

As co-Director of Forum's Investment Committee, Jonathan organizes Forum's due diligence and investment research initiatives. His analytical finance skills complement the experience of the other committee members.

Jonathan graduated from The University of Texas with a Bachelor's degree in Finance and a Bachelor's degree in Plan II Honors. He received his MBA from the University of Chicago Booth School of Business with concentrations in Finance, Marketing, Operations, Entrepreneurship and Analytical Management.

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Brian T. Savage has spent his career helping individuals and families achieve their financial goals while also managing risk. Brian is known for being a down-to-earth person who can relate to people of all backgrounds. Brian's clients view him as their trusted financial confidant because he takes the time to understand and address an individual's unique situation.

Brian's advice is the result of more than 35 years of private firm accounting, tax and financial experience. He excels at untangling complexities and identifying the right course of action for each client.

Early in his career, Brian was an IRS agent and he later founded his own accounting business. He was one of the original Principals of The Terra Financial Companies. He helped grow the original six-person business into a national, multidisciplinary, financial services organization.



## Brian T. Savage, CPA, PFS, CFP®

Brian is a CERTIFIED FINANCIAL PLANNER™ professional. Brian holds a Bachelor's degree in Accounting from Western Illinois University's College of Business. Brian is a member of the American Institute of Certified Public Accountants, the

Illinois CPA Society, the National Society of Public Accountants and the National Society of Compliance Professionals. He proudly serves on the Western Illinois University Executive Alumni Council.

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Align Wealth Management, LLC is a Registered Investment Advisor. There are two offices: Oklahoma City & Tampa Bay. The Home Office is located at 13921 Quail Pointe Drive, Oklahoma City, OK 73134, ph: (405) 607-4820. The Tampa Bay Office is located at 125 5th Street South, Suite 201, St. Petersburg, FL 33701, ph: (727) 455-0033 | fax: (405) 294-3340 | toll free: (800) 401-6477 | web: [www.alignmywealth.com](http://www.alignmywealth.com). Before making an investment decision, please contact our office at 405.607.4820 to receive a copy of Align's Form ADV Part 2A and the Investment Advisory Agreement, both of which include Align's fee schedule. This information is intended to serve as a basis for further discussion with your professional advisers.

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