Theresa Lombardi

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My Key Qualifications

- **11 years in wealth management** across RIA, multi-family office, and private wealth firms, from Wintrust in 2015 through lead advisor at Brownson, Rehmus & Foxworth.
- **CFP certified** (CFP Board, 2018), the credential this role requires.
- Grew client assets by **$126M in net growth** at Brownson, Rehmus & Foxworth through planning-driven reviews and referred relationships.
- Maintained **98% retention** of top-tier households with more than $5M in assets.
- Completed **27 concentrated stock and executive compensation plans** covering restricted stock, stock options, and 10b5-1 considerations.
- Hands-on across **Addepar, eMoney Advisor, Black Diamond, Salesforce, and MoneyGuidePro** in daily planning and reporting work.
- Mentored associate advisors and cut first-draft plan revision cycles **from 3 rounds to 1** through review standards and templated checklists.

Experience

Senior Financial Advisor — **Brownson, Rehmus & Foxworth**, Chicago-based registered investment advisory firm serving high-net-worth individuals and families

Jun 2021 – Present · 5 yrs 5 mos

- Serve as lead advisor for high-net-worth households covering investment strategy, trust and estate coordination, executive compensation planning, and multigenerational wealth discussions.
- Grew assets under management by $126M since June 2021 through planning-driven reviews, referred relationships, and coordinated investment and estate recommendations for business owners and executives.
- Led 27 concentrated stock and executive compensation engagements involving restricted stock, stock options, and 10b5-1 plans, building eMoney Advisor scenarios and coordinating diversification and liquidity timing with clients' tax and legal advisors.
- Maintained 98% retention across households with more than $5M in assets over the last 3 full years, using service calendars, proactive tax-season outreach, and quarterly strategy reviews supported by Addepar reporting.
- Implemented 19 gifting and donor-advised fund strategies in 2025 by surfacing opportunities in annual reviews and coordinating trust, gifting, and tax discussions with outside attorneys and CPAs.
- Raised planning capacity across the advisor team by creating review standards, training associate advisors, and templating planning checklists in Salesforce, cutting average first-draft plan revisions from 3 rounds to 1.

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Wealth Advisor — **Cresset**, multi-family office and private wealth management firm

Feb 2018 – May 2021 · 3 yrs 3 mos

- Supported and then co-led complex planning relationships for high-net-worth families, helping retain 44 of 45 assigned households over the final 24 months in the role through proactive planning reviews and tightened service timelines.
- Prepared and presented planning analyses spanning cash flow, concentrated stock, gifting, and trust scenarios, and coordinated execution with custodians, attorneys, and CPAs.
- Completed 72 integrated household planning analyses in 2020, combining cash flow, investment, and balance sheet information in eMoney Advisor and Black Diamond for client meetings.
- Reduced average open-item aging on post-meeting planning actions from 18 days to 9 days by creating a shared Salesforce task tracker with attorneys, CPAs, and internal team members.

Financial Advisor — **Wintrust Wealth Management**, wealth management division of a Chicago-area financial services company

Jan 2015 – Jan 2018 · 3 yrs

- Built an emerging book of affluent client relationships from scratch, growing it to $24M in client assets under advisement by 2018 through internal referral prospecting and planning-based investment recommendations.
- Expanded retirement planning engagement with banking clients, completing 51 rollover and retirement plan cases in 2017 by working with branch partners to identify opportunities and present IRA and managed account solutions.

Education

- **University of Illinois Chicago** — Bachelor of Science in Finance · 2010 – 2014

Skills

- **Wealth Planning Expertise:** High-Net-Worth Financial Planning, Estate Planning Coordination, Tax-Aware Investing, Executive Compensation Planning, Concentrated Stock Planning, Charitable Planning
- **Advisor Leadership & Growth:** Advisor Mentoring, Business Development
- **Platforms & Tools:** Addepar, eMoney Advisor, Black Diamond, Salesforce

Certifications

- **CERTIFIED FINANCIAL PLANNER™ – CFP Board (2018)**