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LATINO WINEMAKERS' ROUND TABLE: THE INDUSTRY TODAY

SPECIAL FEATURE THE LIFT OF THE CUBAN EMBARGO

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TOP LEADERS IN FINANCE
A NOTEWORTHY INDEX

Today, more and more Latinos are successfully pursuing the American Dream through careful planning, hard work and an unbeatable entrepreneurial spirit. The 40 million Latinos currently living in the U.S. represent 13 percent of the country's population, a number that is expected to grow 18 percent by 2025. Nationally, Latinos –both native and foreign-born– have a disposable income of $686 billion, however, the need for financial education continues to be imperative.

According to the Yankelovich Hispanic Monitor Study, 85 percent of Latinos living in the U.S. need more financial information, and 91 percent want to see more financial institutions offer products and services with them in mind. In addition, Hispanic investors have a strong appetite for financial education and more sophisticated investment knowledge, according to a recent Wells Fargo survey. Almost half of surveyed Hispanics (45%) say that no one ever taught them about saving and investing (versus 31% of U.S. investors overall), and three out of four (76%) wish they had learned more about managing money when they were growing up (compared to 61% of U.S. investors overall). Most Hispanic investors (72%) stated they wish they knew more about investing in mutual funds, stocks, and bonds. Latinos look to the future with great optimism, but some are yet to understand the importance of aging their personal finances and have not taken the necessary steps for their financial security.

For certain, financial literacy is key for the success of the Latino community as a whole, for its potential to materialize and its resources to solidify. And this is where our leaders in finance step in. These are leaders by definition because client by client they effect change. Strategic thinking, in-depth knowledge of the industry and a disposition to always put the client first are some of the traits that separate the best from the rest. Here then, and in no particular order, we present fifteen top producing and highly influential Hispanic managers and advisors in 2015.

CLAUDIO PHILLIPS
Managing Principal
MB Global Partners, LLC (MBGP)

Claudio Phillips was born in Mazatlan, Mexico, educated in the U.S. and graduated from Harvard University in Cambridge, MA with a B.A. in Government. In 1983, he began his investing and trading career at Citibank, focusing on corporate credit. He has subsequently held senior leadership positions in asset management at HSBC, NationsBank, Salomon Brothers and The Commonfund.

Throughout his career, Claudio has been actively involved in community affairs. Among other volunteer positions, he is currently on the Board of Directors of the New America Alliance, Habitat for Humanity of Westchester and the Gonzaga Preparatory School Finance Advisory Board. He has also been past President of the Westchester Hispanic Coalition and an appointee to the Westchester County Hispanic Advisory Board.

MBGP is a New York-based asset management firm offering a comprehensive solution for institutional clients to tactically invest in credit and special situations markets. Founded by Maria Boyazny, the firm runs capital on behalf of Fortune 50 companies, foundations, U.S. and Canadian pension funds, insurance companies and multi-billion dollar family offices. MBGP currently has approximately $450 M in AUM.

LIZZIE DIPP METZGER, CFP
Founder
Crown Wealth Strategies

Elizabeth "Lizzie" Dipp Metzger is the founder of Crown Wealth Strategies in El Paso, TX. Her firm focuses on working with affluent business owners, physicians, and independent professionals on wealth management, estate and advanced business planning. Lizzie is also a financial advisor through Eagle Strategies, an agent of New York Life, and a member of The Nautilus Group.

She is a nationally recognized advisor and has been featured in CNBC, Adviser Today, The Wealth Channel Magazine, Diversity Journal, and National Underwriter. She is also the 2013 recipient of Advisor Today's Four Under Forty Award by the National Association of Insurance and Financial Advisers, and a member of the Million Dollar Round Table since 2011, where her professional knowledge, strict ethical conduct and outstanding client service has been recognized.

As a financial adviser, Lizzie is known for providing clients with an integrated investment and insurance strategy focused on maximizing value over the course of their lifetime. With her previous experience as a business owner, Lizzie understands the financial challenges most individuals and business owners face today and works diligently to research and provide the right solutions for them.

KENNETH CORREA, CFP ®
Branch Manager
Advisory & Brokerage Services
UBS Financial Services

Kenneth Correa is an Executive Director at UBS Financial Services and serves as the Branch Manager for its flagship Wealth Management Office in New York City. In his role, he oversees a combination of Financial Advisors, Institutional Equity and Fixed Income traders. Ken started his career on Wall Street with UBS in 1998 and during his tenure he has ascended to various roles in its Wealth Management unit. Ken views the branch as a multi-dimensional office for Financial Advisors who contribute to a culture of service excellence for high net worth clients.

In Ken's opinion, his most valued assets are his clients and his employees. He earned a Master's degree in Business Administration from Columbia University with honors, and graduated Cum Laude from Queens College with a Bachelor of Arts degree in Economics/Finance and a Minor in Business and Liberal Arts. He holds the Certified Financial Planner designation (CFP®) and maintains his Series: 3, 7, 9, 10 and 66 securities licenses. In addition, he is a New York State Life and Health insurance agent and a Notary Public. Ken is also the Chairman of Employee Engagement for UBS' diversity employee network, MOSAIC.

MARIANA I. RUIZ-POSADA
Director of Multicultural Marketing
MassMutual, Greater Houston

Mariana I. Ruiz-Posada is the Director of Multicultural Marketing for MassMutual Greater Houston. She leads a team of advisors and manages her personal practice of servicing clients to help them meet their financial goals and needs. As a person who was born in Medellin, Colombia and who then migrated to New York at the age of 13, Mariana has firsthand knowledge of what it is like to be truly bicultural.

With more than 16 years in the financial services industry, she is a passionate advocate for helping Hispanics increase their financial literacy, specifically in the area of proper planning for the financial stability of their families and their businesses.

Throughout her career, Mariana has worked with organizations such as the Hispanic Medical Association of Houston, the Houston Hispanic Chamber of Commerce, the Institute of Hispanic Culture, the Hispanic Dental Association, HACER, ALPFA, Latin Woman's Initiative and many more, on how to empower the community by providing tools for improving its fiscal fitness. In her role with MassMutual, Mariana's focus is on holistic planning for Hispanic professionals and business owners.

A wife of 22 years and a mother of two, Mariana strives to balance a career of excellence, community involvement and family life. She holds a B.A. in Economics from the City University of New York at Queens College.