



ADVISORY BOARD MEMBER

Bill Van Law

President, Raymond James Investment Advisors

Bill is president of the Raymond James Investment Advisors Division. Prior to assuming this role, Bill spent five years as National Director of Business Development for Raymond James Financial Services. He was also a member of the board of directors for RJFS. Before that, Bill spent four years with Raymond James & Associates where he was Director of the Mid States Division and a member of the Executive Council for RJA. Bill also served as executive director of the Advisor Select Division from its inception until January 2006.

Bill spent 18 years at Merrill in a variety of capacities. He began his career in 1984 as a financial advisor in Jacksonville Beach, FL. Bill was a financial advisor for over 12 years and was a million-dollar producer his final two years as an advisor. He received numerous awards during his tenure, including membership in Merrill's Executive's Club, President's Club, Chairman's Council, Charles E. Merrill Circle and the Circle of Excellence. Additionally, he earned several International Masters Awards, which were reserved for the top 2% of the firm's advisors. His business was about 75% fees, with a focus on financial and estate planning along with portfolio management. He also served in a variety of management capacities, including, branch manager, district (region) sales manager, and director of two complexes. Bill has a passion for training and enjoyed one of the top success rates at the firm for developing new advisors. He spoke frequently at training events throughout the firm for both financial advisors and managers. Bill also served on the National Training Advisory Committee and the Financial Planning Committee.

Bill graduated Cum Laude with a BBA in Management from the University of North Florida in 1984. He also earned his Certificate in Management Information Systems from UNF. In 1990, he earned his Certified Financial

Planner, designation. In the mid 90s, he served on the Adjunct Faculty for the College of Financial Planning and taught the CFP program.

Bill is currently on the advisory board for Habitat for Humanity of Pinellas County. He served on the board of directors from 2003 to 2009, and as vice chairman of the board from 2007 to 2008. He has been active in Habitat for many years and is a past member of the board in Greensboro, NC and Brevard County, FL. Bill is also on the board of directors for the St. Petersburg Free Clinic, as well as the University of North Florida's Advisory Council for the Coggin College of Business. As the father of two Eagle Scouts, Bill has also been involved for many years with the Boy Scouts of America, serving in a variety of capacities including Assistant Scoutmaster. Other prior community positions include: vice chairman of the board of directors for the Community Foundation of Brevard, member of the board of directors for the United Way, member of the United Way Campaign Leadership Committee, Former Rotarian and past member of the board of directors of Jacksonville Oceanside Rotary Club.