

MAI Capital featured in Crain's Cleveland Business

Managing Partner Rick Buoncore discusses MAI's growth in Cleveland and beyond

Crain's Cleveland Business published an in-depth, feature story on MAI Capital's growth and future plans in its May special financial edition. Reporter Judy Stringer sat down with Rick Buoncore to discuss how the firm has grown in the last two years and its plans for the future.

MAI has achieved significant growth in recent years, adding new resources, in-house expertise and services as it strengthens its commitment to clients and providing innovative and comprehensive planning and investment services to meet their goals. Since Rick Buoncore assumed leadership, the firm has grown its assets under management, expanded its suite of services and added new locations - all with the goal of better serving clients.

Most recently, this commitment to growth has been focused on strategic alignment with like-minded and like-hearted firms across the country and since early 2018, MAI has acquired six RIAs and entered into a joint venture to establish a Raleigh, N.C.-based RIA focused on the physician community. In this time, the team has grown significantly, too, adding 57 new employees since 2018 and totaling 148 team members, including advisors and support staff, across eight different locations (as of 12/31/2019).

The growth wouldn't be possible without the continued partnership with clients and a team that embodies MAI's client-focused and relationship-based philosophy.




"The key is being very careful about how we grow and ensuring that we don't overuse our resources," said Rick Buoncore, Managing Partner of MAI Capital Management. "We want to find that sweet spot where we are big enough to get the economies of scale and benefits of all that, but small enough to feel like a boutique to the end client."


WHO WE ARE

MAI is an independent registered investment adviser specializing in comprehensive wealth management for high-net-worth individuals and families. The firm has been servicing clients for over 40 years and has eight office locations across the U.S.

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