Nfocus Financial Partners of Dallas Named "Practice of the Year" by Signator Investors, Inc.

BY MELISSA BERCZUK | *2017-02-13*

BOSTON, Feb. 13, 2017 /PRNewswire/ -- N*focus* Financial Partners, led by Founding Partners Michael J. Smith, IAR, CLU, ChFC, LUTCF, and Lucas Lawson, IAR, CLU, was named Practice of the Year by Signator Investors, Inc. This national competition recognizes and rewards excellence in business management, and is the pre-eminent measure of accomplishment within Signator Investors.

"I am very pleased, but not surprised, to recognize the team at N*focus* as our Practice of the Year winner," said Chris Maryanopolis, head of Signator Investors, Inc. "Their having been finalists in this competition in 2012, 2013 and 2014 demonstrates their dedication to clients and focus on providing the best customer experience."

"A large part of our success over the years and in this competition is due to the efforts of our team members - Sharon Scott, Laurie Ray and my partner, Lucas Lawson," said Smith. "Lucas in particular, has demonstrated not just faithful support, but leadership in helping to grow N*focus* into what it has become. I am very grateful to all of them for their contributions and feel this is a great honor for us."

Lawson added, "We at N*focus* Financial Partners are greatly honored and humbled to have been chosen from such an impressive group of competitors. Our sincere thanks to all who have supported us throughout the years."

As part of the selection process for Signator's "Practice of the Year" award, made possible in part due to Signator's relationship with Fidelity Clearing & Custody Solutions, N*focus* Financial Partners, affiliated with Rockgate Financial Partners, underwent a rigorous assessment conducted by international management consulting firm Business Health. Business Health reviewed all applicants' client management, internal planning and structure, external relations, staffing and technology capabilities, and overall practice performance.

"It was an honor for Business Health to once again be asked to run the Practice of the Year Competition," said Ray Henderson, partner, Business Health. "The quality of the finalists continues to be top notch. N*focus* has been a finalist 4 of the last 5 years and it is a credit to Michael and Lucas and their team that the quality of their business and processes has continued to be improved and refined, leading to this prestigious award. N*focus* ranks amongst the top practices we have seen in the U.S. and in the other countries where we work," said Henderson.

Maryanopolis added, "All of our finalists are to be commended. Service at each of their firms is superior and exemplary. As a group, we had some familiar names and some new, but all clearly work hard for their clients' trust and respect, as well as for their bottom lines."

The finalists were:

- BPG Wealth Management, LLC of Clackamas, OR, under the leadership of Jeffrey Owens
- Client Focused Advisors of New York City under the leadership of Jason Hill
- Edelman Wealth Management Group of Yardley, PA, under the leadership of Scott Edelman
- Wealth Managing Partners of Honolulu, HI, under the leadership of Nick Longpre

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