

Baltimore – Washington, DC

Having joined Wells Fargo Advisors in 1998, I'm proud to have worked this long for a firm that focuses on hiring the most talented advisors in the industry, fosters their growth, and helps them better support their clients. I currently lead the Baltimore – Washington, DC Market, and I believe the culture here has had such a profound impact on our growth in the area.

Our market and branches are managed by professionals with a vast depth of industry experience, and many of these individuals previously served as financial advisors in their communities. The branch managers in the region have the knowledge and work history needed to fully understand what an advisor wants most out of their career.

Year after year, our market and branches continue to grow in ways that benefit not only our advisors, but also their clients. We encourage our advisors to utilize our ongoing training and development initiatives, Delta and Gateway, and our branch managers advocate for giving back to the community and making meaningful contributions to local charities.

In 2018, the firm's team members logged over 36,000 volunteer hours to help our communities succeed.

"I truly enjoy leading this market and working closely alongside the managers and teams within each of our 14 branches. I believe my reputation in the area has grown over the last two decades, especially from having coached sports in the area and participated in community events. If I have an opportunity to hear more about the lives of those living in my own backyard, I'll take it."

– Scott Lanham

Scott Lanham
Market Manager

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In 2018,
Wells Fargo Advisors
donated

\$444 M

to 11,000 nonprofits*

*According to the Chronicle of Philanthropy's most recent rankings

About the Baltimore – Washington, DC Market

The larger number of locations within our market offer you unprecedented options in how you work within Wells Fargo Advisors through our multi-channel business model structure. This includes building your own business as an Independent Financial Advisor, growing your own business in a traditional brokerage branch-office environment, or serving as a Wells Fargo Advisors Financial Advisor located within a Wells Fargo Bank location.

When you join our market, my sole focus will be on helping you take your business to the next level. New advisors bring with them a welcome energy and new focus – both of which add to the already positive dynamic of our branches – and we can offer industry experience and extensive knowledge of the firm to foster the growth of your practice.



Alexandria (PCG & WBS)

Annapolis (PCG & WBS)

Baltimore (PCG)

Bel Air (PCG)

Bethesda (PCG & WBS)

Columbia (PCG)

Friendship Heights (DC) (PCG)

Hunt Valley (PCG)

Lutherville Timonium (PCG)

Mclean (PCG & WBS)

Washington (PCG & WBS)

Facts at a glance*

320+

advisors within
our market

476

professionals within
our market

*as of September 1, 2020

Next steps

We have hired over 275+ advisors from the competition in our market in the last 15 years. Let's get together to discuss why so many talented Advisors from the competition now call Wells Fargo Advisors home in DC, Maryland, and Northern VA.

It's a great place to work and help your clients attain their goals. Let's sit down and discuss all of the great advantages. Contact me today at scott.lanham@wfa.com or **(202) 306-1405**.

*FAI records, September 2020

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