

Stephen Turner

Financial Advisor

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Partner and senior advisor at an independent investment advisory firm managing \$312M in client assets. Lead the firm's high-net-worth planning team, own the investment committee process, and mentor two associate advisors toward the Certified Financial Planner credential. Practice focus is business owners and multigenerational family wealth.

Professional Experience

PARTNER AND SENIOR ADVISOR | LAKESHORE CAPITAL ADVISORS, MINNEAPOLIS, MN | 2018 – PRESENT

- Bought into a 22% equity stake at firm formation and grew personal book from \$88M to \$312M over six years through referrals, professional network relationships, and one small tuck-in acquisition.
- Chair the investment committee, setting model portfolios across five risk bands and reviewing manager selection quarterly.
- Lead planning for 24 business-owner households, coordinating on entity structure, deferred compensation, and pre-sale planning ahead of eight completed transactions since 2020.
- Built the firm's next-gen advisor program, taking two associates from Series 7 through CFP certification and lead-advisor status.
- Serve on the firm's compliance committee, partnering with the chief compliance officer on annual reviews and the regulatory disclosure update cycle.

SENIOR FINANCIAL ADVISOR | NORTHLAND TRUST AND INVESTMENT, ST. PAUL, MN | 2013 – 2018

- Managed a \$145M book of 96 client relationships, averaging 4.2 planning touchpoints per household per year.
- Led charitable planning conversations that funded \$12.4M into donor-advised funds and charitable remainder trusts over five years.
- Partnered with in-house trust officers on 30+ trust administrations, ensuring investment policy matched fiduciary directives.
- Completed advanced investment analysis coursework in 2015 while carrying a full client-facing role.
- Mentored four associate advisors, three of whom went on to lead their own books at the firm.

FINANCIAL ADVISOR | NORTHLAND TRUST AND INVESTMENT, ST. PAUL, MN | 2009 – 2013

- Built book from cold start to \$58M in client assets through community networking and tax preparer referral relationships.
- Introduced a written planning process for the branch, adopted by seven other advisors within 18 months.
- Earned CFP certification in 2011 after completing coursework at the University of Minnesota.
- Completed two levels of advanced investment analysis coursework during this period.

ASSOCIATE ADVISOR | WELLS REGIONAL INVESTMENTS, ROCHESTER, MN | 2007 – 2009

- Supported three advisors on a combined \$240M in assets, running plan updates and preparing quarterly reviews.
- Passed FINRA Series 7 and Series 66 within the first ten months.
- Ran the branch's client event calendar, coordinating six education seminars per year with 40-70 attendees each.

Education

M.S., Financial Planning, University of Minnesota, 2012

B.S., Economics, Macalester College, 2007

Certified Financial Planner, 2011; Chartered Financial Consultant, 2015

FINRA Series 7 and Series 66

Key Skills

- Business-owner and pre-liquidity planning
- Investment committee leadership
- Investment advisory firm compliance and regulatory disclosure cycle
- Manager selection and due diligence
- Orion and Tamarac reporting
- Multigenerational wealth transfer
- Charitable planning (donor advised funds, charitable trusts, private foundations)
- Advisor mentorship and CFP pathway coaching
- eMoney and MoneyGuidePro
- Professional network and referral development