



Hanson
McClain
Advisors®

Press Kit



Our Story

Over two decades ago, Scott Hanson and Pat McClain turned their backs on the world of insurance giants and impersonal Wall Street to begin their own investment advisory firm. The very first thing they did was to sit down to create lists of everything they wanted their company to stand for. When they compared those lists, they found that right at the top, they'd both written "Provide Education."

At that precise moment, a light went on.

Our Team - Scott Hanson



Scott Hanson

Scott Hanson is senior partner and founding principal of Hanson McClain and a CERTIFIED FINANCIAL PLANNER™ practitioner. A nationally recognized financial expert, he has been named to Barron's list of the Top 100 Independent Wealth Advisors¹ in America for the past six years, and has been listed as one of the 25 most influential people in the financial services industry nationwide². Scott provides commentary to numerous media outlets on a regular basis.

Under Scott's direction, Hanson McClain has grown to over \$2 billion³ in assets under administration. In 2004, Scott and Pat McClain founded Liberty Reverse Mortgage, which they developed into the third-largest reverse mortgage company in the nation. Acquired by Fortune 500 Company Genworth Financial in 2007, it is currently the largest reverse mortgage company in America.

Scott is the author of *Personal Decision Points: 7 Steps to Your Ideal Retirement Transition* (2016), *Money Matters: Essential Tips & Tools for Building Financial Peace of Mind* (2006), and the co-author of *Investment Advisor Marketing: A Pathway to Growing Your Firm and Building Your Brand* (2013). For over 20 years he has co-hosted *Money Matters*, a call-in, financial topic radio program that airs every weekend on flagship AM stations in Sacramento, San Francisco and Denver and is available via podcast at HansonMcClain.com.

Scott serves on the boards of both the Pride Industries Foundation and the Luis Palau Association. In 2010, he was recognized as Outstanding Philanthropist by the Association of Fundraising Professionals, California Capital Chapter, and has received the Distinguished Alumni Award from his alma mater, California State University, Chico.

A running and cycling enthusiast, Scott has completed the Western States 100 mile endurance run, the Iron Man triathlon, and numerous triple century bike rides. Scott Hanson resides in El Dorado Hills, California, with his wife Valerie and his four children.

¹ Published in August, 2011, 2012, 2013, 2014, 2015 & 2016: Barron's: Top 100 Independent Wealth Advisors. Rankings reflect the volume of assets overseen by the advisors and their teams, revenues generated for the firms and the quality of the advisors' practices. Barron's® magazine is a trademark of Dow Jones L.P. ² Investment Advisor 2005, 25 most influential people in the financial services industry. ³ As of 04/15, Hanson McClain Advisors, an SEC registered investment advisor and Hanson McClain Securities, a registered broker/dealer have over \$2 billion in total assets under management and administration.

Our Team - Pat McClain



Pat
McClain

Pat McClain is a senior partner and founding principal of Hanson McClain, and has been named to Barron's list of the Top 100 Independent Wealth Advisors¹ in America for 2012, 2013, 2014 and 2015.

Pat holds a Bachelor of Arts degree in Business Administration from California State University, Sacramento. He's a Chartered Financial Consultant (ChFC), a featured speaker at numerous industry conferences, the co-author of *Investment Advisor Marketing: A Pathway to Growing Your Firm and Building Your Brand* (2013), and the co-host of *Money Matters*, a call-in, financial topic radio program that airs every weekend on flagship AM stations in Sacramento, San Francisco and Denver, and is available via podcast at HansonMcClain.com.

Under Pat's direction, Hanson McClain has grown to over \$2 billion² in assets under administration. In 1998, Pat, and his long-time business partner, Scott Hanson, created the Hanson McClain Retirement Network, which provides marketing, administrative and operations support for a nationwide network of some 200 partners. In 2004, Pat and Scott Hanson founded Liberty Reverse Mortgage, which they developed into the third-largest reverse mortgage company in the nation. Acquired by Fortune 500 Company Genworth Financial in 2007, it is currently the largest reverse mortgage company in America.

Actively involved with a variety of charities, Pat is the chairman of the board for Sacramento Food Bank and Family Services (SFBFS). In 2014, out of consideration for his work at SFBFS, Pat was awarded the Invest in Others Community Service Award by InvestmentNews. Pat McClain resides in El Dorado Hills, California, with his wife Kathy and their four children.

¹ Published in August, 2011, 2012, 2013, 2014, 2015 & 2016: Barron's: Top 100 Independent Wealth Advisors. Rankings reflect the volume of assets overseen by the advisors and their teams, revenues generated for the firms and the quality of the advisors' practices. Barron's® magazine is a trademark of Dow Jones L.P. ² As of 04/15, Hanson McClain Advisors, an SEC registered investment advisor and Hanson McClain Securities, a registered broker/dealer have over \$2 billion in total assets under management and administration.

Money Matters Radio + Podcast

For over 20 years, Money Matters, Scott Hanson and Pat McClain's weekly call-in talk radio program, has fielded thousands of questions from callers. Listen at your convenience to one of the longest running financial radio shows. Money Matters: Entertainment that educates.



Broadcast on

850-KOA
NEWSRADIO

KGO·810

NewsTalk **1530**
KFBK

Available on

 iTunes

 Google Play



