

H&R Block Financial Advisors Hires 18-Year Smith Barney Veteran; Andy Kistler Recruited from Wirehouse to Lead Southeast Division of National Firm

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KANSAS CITY, Mo.--(BUSINESS WIRE)--May 30, 2006--Joining several high-profile hires to H&R Block Financial Advisors, 18-year Smith Barney veteran Andy Kistler was recently hired away to take the reigns of the Southeast division of the growing firm.

"Andy's 18 years at Smith Barney were characterized by significant growth in each unit he managed," said Joan Cohen, President of H&R Block Financial Advisors. She indicated that Kistler doubled the assets under management in the Smith Barney branch he managed in Washington, D.C. "Through excellent recruiting and management, Andy was able to grow revenues per advisor 36 percent in the six-year period in Washington. We are expecting Andy to similarly impact the six regions of our Southeast division."

"I am here because I saw an opportunity at HRBFA to build on a unique and superior business model designed to serve middle America," Kistler said. He will report to Doug Aldridge, Sr. VP National Sales.

Prior to Kistler, H&R Block Financial Advisors brought on board Aldridge, a 28-year pro and one-time senior executive at Wachovia, to lead its national sales force. Recently, this advisory unit of H&R Block also hired Kevin Rooker, a 25-year industry veteran from JP Morgan Chase to coordinate the firm's business develop efforts; and Bill Meyer, one of the creative minds from Charles Schwab, to lead the client experience team.

Kistler began his career right out of college with Merrill Lynch in Charlotte, N.C., as an account executive where he earned the Executive Club recognition. He joined Smith Barney in 1988 as a branch manager in Albany, Ga., where he was the youngest vice president-branch manager in all of Smith Barney. Kistler moved up to lead branches in Savannah, Ga.; Hilton Head, S.C.; and eventually to Washington, D.C.

"We hired Andy for both his recruiting skills and his management ability so he can drive growth in the six regions he will oversee," Aldridge said. "His experience in driving fee-based business and hiring highly-productive advisors will be critical to continuing the success that division has experienced."

HRBFA plans to hire 250 experienced advisors in their fiscal year which began May 1, 2006.

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