

## **H&R Block Financial Advisors Hires Four Producers Totaling More Than \$200 Million in Assets Under Management**

November 9, 2006 12:00 AM ET

KANSAS CITY, Mo., Nov 09, 2006 (BUSINESS WIRE) -- H&R Block Financial Advisors (HRBFA) today announced it has hired four advisors from major investment firms representing more than \$200 million in assets under management: Patti Grazioso, Gerry Kostuk, Thomas Banus and Louis Pannucci.

"Experienced, high-producing advisors are finding H&R Block Financial Advisors a great place to manage and grow their business," said Joan Cohen, president of HRBFA. "Our successful recruiting efforts can be attributed to the flexible approach we offer advisors in allowing them to serve their clients, plus the high quality of leads they have access to at our firm."

HRBFA provides its advisors access to millions of U.S. taxpayers through its sister business unit. Through this relationship with H&R Block's tax professionals, advisors have the opportunity to grow their businesses while helping clients in a more comprehensive way, through tax-smart investment strategies.

Patti Grazioso joined HRBFA as manager for the Northbrook, Ill., branch. Grazioso was previously with Smith Barney and represents \$60 million in assets under management.

"I was impressed with the focus and professionalism of HRBFA's local and national management teams," she said. "Their innovative thinking has captured the best aspects of both the large national firms and smaller regional firms and their unique capabilities are unmatched in the industry."

An industry veteran and \$465,000 producer, Gerry Kostuk has 26 years of experience and left Wayne Hummer to serve as manager of HRBFA's Barrington, Ill., branch. A Barrington resident for 24 years, Kostuk appreciates servicing his long-standing client relationships in an advisor-friendly environment.

"I was attracted to HRBFA because of its 'clients first' mentality. I am able to provide exactly what my clients are looking for in an atmosphere where the management team is flexible and appreciates new ideas," said Kostuk, who represents \$46.5 million in assets.

Thomas Banus joined HRBFA's Westlake, Ohio, branch. Banus is a \$450,000 producer who managed nearly \$25 million at Smith Barney, where he served as vice president of advisory practice management.

"HRBFA's independent approach to handling investments allows me to service my clients at a higher, more personalized level," said Banus.

Louis Pannucci joined HRBFA's Wilmington, Delaware, branch from Wachovia where he spent more than six years. Prior to Wachovia, he spent six years as an advisor for Merrill Lynch. A \$342,000 producer, Pannucci managed \$72 million in assets at Wachovia.

"Lou's excellent client service skills and solid experience helping clients achieve their financial objectives makes him a valuable addition to our branch," said Steven Duncan, Wilmington branch manager.

### About H&R Block:

H&R Block Inc. (NYSE: HRB) is a leading provider of tax, financial, mortgage, accounting and business consulting services and products. H&R Block is the world's largest tax services provider, having prepared more than 400 million tax returns since 1955. The company and its subsidiaries generated revenues of \$4.9 billion and net income of \$490 million in fiscal year 2006. In fiscal year 2007, it is operating in four principal business segments: Tax Services (income tax preparation and advice via in-office, online and software solutions); Mortgage Services (wholesale mortgage originations and loan servicing); Consumer Financial Services (investment and financial advisory services, retail mortgage loans, and banking products and services); and Business Services (tax, accounting and consulting services for mid-sized businesses). Headquartered in Kansas City, Mo., H&R Block markets its services and products under three leading brands - H&R Block, Option One and RSM McGladrey. For more information visit

our Online Press Center at [www.hrblock.com](http://www.hrblock.com).

H&R Block Financial Advisors provides brokerage services and investment planning in the U.S. Services offered include traditional brokerage services, as well as annuities, insurance, fee-based accounts, online account access, equity research and focus lists, model portfolios, asset allocation strategies and other investment tools and information. H&R Block Financial Advisors, Inc. is a registered broker-dealer with the SEC and member of the NYSE, SIPC and NASD.

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