

### Wealth Management Specialist Opens Branch In Lakewood Commons In South Burlington

BY MOLLY TUCKER

Clute Wealth Management, a financial planning firm that has been based in Plattsburgh, NY for more than 27 years, now has a branch office in South Burlington.

The new office opened in the Lakewood Commons Executive Office Center on Shelburne Road. The South Burlington office will be staffed by Clute and associate wealth advisor Christina Ubl.

Owner Heidi Clute says she opened the second office because she has an increasing number of Vermont clients. She has acquired several of those clients through her membership in the Vermont Women Business Owners' Network. "It's more convenient for our Vermont clients to come here to the South Burlington office than to travel to Plattsburgh," Clute explains of her service.

Clute Wealth Management is an independent firm that provides financial and investment planning for individuals and small businesses in the Champlain Valley region of Vermont and New York. The company's services include investment advice; fee-based asset management; retirement planning; estate and trust planning; family wealth transfers; coordination of philanthropic goals; and comprehensive wealth management.

Securities and asset management are offered through Linsco/Private Ledger (LPL), a Registered Investment Advisor and Member NASD/SIPC.

Many of the firm's clients are women in transition. "Some have inherited businesses and some have businesses that are rapidly growing," she explains. "Others have inherited money from their parents, or are divorced and need to step up to the plate and manage their own finances."

As a Registered Financial Advisor, Clute Wealth Management acts in a fiduciary capacity. "Fiduciaries are required by law to place the client's interests before their own," says Clute. "Ask your financial advisor whether they are a fiduciary and whether they will disclose conflicts of interest in writing. If you ask these two key questions, you will learn a lot about your advisor."

Clute has more than \$95 million in assets under management through LPL, the largest independent broker/dealer in the United States. "It is important to make the distinction between



*Heidi Clute has more than \$95 million in assets under management at her company.*

brokers who are independent and brokers who work as employees of firms that create their own products for sale," notes Clute. "There is an inherent conflict of interest, because the employees are encouraged to sell the securities that their firm initiates.

"LPL is an independent broker-dealer and does not sell or market proprietary products or securities."

Clute is a native of upstate New York. She earned a bachelor's degree from State University College at Plattsburgh and opened the Heidi Clute Agency in Plattsburgh in 1984. Clute is a Certified Financial Planner (CFP) and holds securities licenses in 18 states. She was admitted to the Paladin Registry with a five-star rating, its highest rating.

Clute is ranked among the top 250 independent financial advisors nationwide based on her firm's productivity.

The mailing address for the new office is Clute Wealth Management, 1233 Shelburne Road, Suite 202, South Burlington, VT 05403. The telephone number is (802) 864-5707, and the website is located at [www.clutewealthmanagement.com](http://www.clutewealthmanagement.com). □