

January 2024

2023 Advisor Recognition – Barry Simmons, Head of Northeast Division

[Footage of financial advisors attending recognition events held in various conference spaces with event staging, lighting and screens. Barry Simmons speaks to the audience from the stage.]

> Barry Simmons (Head of Northeast Division, Wells Fargo Advisors): Our job is simple. It is to help you all grow. What makes you so special? You're fast learners. You take the resources available to you and you put them to work. This business wouldn't be possible without you. This business is built by advisors for advisors and everything that you do for your clients each and every day is a true reflection of the power of this firm. And we appreciate you.

[More similar footage of financial advisors attending recognition events. The next speaker, Barry Sommers, appears on stage.]

- > Barry Simmons (Head of Northeast Division, Wells Fargo Advisors): CEO Barry Sommers to the stage.
- > Barry Sommers (CEO, Wells Fargo Wealth & Investment Management): I have a lot of respect for what you do. A lot of respect. I view it as my job to make sure we're coming in every day and making this place easier to do business with. Less friction. And we've just got started. We're not going to stop.

[Footage of Barry Simmons on stage addressing the audience of advisors.]

> Barry Simmons (Head of Northeast Division, Wells Fargo Advisors): When you're at a firm this large, with all the capabilities, there's nothing we can't do for our clients.

[Footage transitions to Sol Gindi on stage, addressing the same audience of advisors.]

>> Sol Gindi (Head of Wells Fargo Advisors): We're one of the top three wealth management firms in the country and we're attached to one of the largest three consumer banks in the country, with 4,500 plus branches; and connected to one of the largest commercial banks in the country.

[More similar footage of financial advisors attending recognition events.]

> Barry Simmons (Head of Northeast Division, Wells Fargo Advisors): There's no better industry. The opportunity to both help people, but also the opportunity to make sure that you can build an entrepreneurial business within the fortress balance sheet of this wonderful firm and build that legacy that will continue. Nothing better. There's nothing better than that.

[Footage transitions to a full-screen exterior image of the Wells Fargo offices at Hudson Yards, Manhattan, New York. The image de-focuses to a text graphic. The text reads as follows:]

[Wells Fargo Wealth & Investment Management Logo]

[See why advisors choose to build their legacy at Wells Fargo Advisors.]

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