

## Above and Beyond

### The Wrassman Smith Colangelo Deutsch Group honored for their commitment to service and excellence



The Wrassman Smith Colangelo Deutsch Group  
Cincinnati, Ohio



Christy Virgin  
Not Pictured Above

Every year, Baird recognizes associates who excel in the service they provide clients with the G. Frederick Kasten Jr. Award. In 2017, the firm honored The Wrassman Smith Colangelo Deutsch Group, a team of Financial Advisors and Client Specialists in Baird's Cincinnati office, with the Kasten Award for their attention to detail, top-of-the-line service and genuine care for their clients.

"This is a team that takes the time to learn about their client's needs – how they operate, what they prefer, how they wish to communicate – and adjusts accordingly," said John Adams, Branch Manager. "They understand that the business is not just about stock prices, mutual fund prices and dividend income – it's about people who begin as clients and then become friends."

The team comprises Financial Advisors Owen Wrassman, Mike Smith, Gino Colangelo and Carl Deutsch, along with Client Specialists Christine Eveland, Christina Gilene and Christy Virgin, known collectively as "the three Chrissys." "We don't know if that name is a prerequisite to be on the team, but they are more than partners – they're like sisters, and they really add value to the team," said John. Mike Schroeder, President of Private Wealth Management, added, "Christy, Chrissy and Christina together provide a level of service that I would characterize as the Four Seasons, Nordstrom, Ritz-Carlton and the Midas Touch – when you look at what they provide clients from a service standpoint, they really set themselves apart from the competition."

Tim Steffen, Baird's Director of Financial Planning, said, "The Wrassman Smith Colangelo Deutsch Group is one of my favorite teams to work with in the firm because they have such a great approach to how they work with their clients and how they manage their business. When they're working with their clients, they are dedicated to giving them everything they've got and doing the best job they can. That always shines through."

These awards are named in honor of former Baird Chairman Fred Kasten. As Kasten Award winners, The Wrassman Smith Colangelo Deutsch Group received a crystal award and a gift certificate. ■

"Sure, they have the expertise and the knowledge and the resources, but at the heart of the matter they care. They're caring, compassionate, giving people."

– John Adams,  
Branch Manager,  
on The Wrassman Smith  
Colangelo Deutsch Group

"Their clients trust them with a lot more than just investments – they put all their faith and trust in one of our best teams at Baird."

– Mike Schroeder,  
President of Private Wealth Management