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For Immediate Release

Frontier Wealth Management Acquires Karstens Investment Counsel and Expands Footprint to Omaha

May 7, 2020

OMAHA, Neb., AND KANSAS CITY, Mo. — Karstens Investment Counsel (Omaha, Neb.) has joined Frontier Wealth Management making it the firm's first Omaha area location. Karstens joined Frontier on April 1, 2020.

Nick Blasi, Chief Executive Officer of Frontier Wealth Management, and Karstens' President, Mike Karstens, agreed to the transaction in December 2019.

"We are very excited to welcome Mike and the entire team to Frontier. Karstens' approach to comprehensive financial wellness closely mirrors our own, and the combined experience of both teams has already helped us better serve our clients during this challenging environment," said Blasi.

Karstens adds an additional $200 million in assets under management and $500 million in assets under administration to Frontier.

"Joining Frontier provides greater support, better technology, and a solid foundation and future for my team, which will free me up to spend more time with my clients," explained Karstens. "The two firms' missions are very similar. We feel strongly that this will benefit all involved and are excited to expand Frontier's Corporate Retirement Division."

Clients of the former Karstens Investment Counsel firm now have access to expanded in-house services provided by Frontier, including risk assessment, tax planning and preparation, and investment management. The acquisition adds new growth opportunities for Frontier, as well as professional capabilities to its bench of specialists — a diverse group of industry professionals who focus on specific areas of financial well-being.

"Mike has done a great job building a successful company and has a fantastic depth of experience on his team, especially in the Corporate Retirement Space," Blasi said. "We are looking forward to further integrating their strengths with ours and learning more about how to better serve our clients across all our channels. This is truly a win-win situation in time when we all need a win!"

Frontier Wealth Management is an independent SEC Registered Investment Advisor (RIA), serving a nationwide group of clients from offices in Kansas City, MO; Wichita, KS; Denver, CO; St. Louis, MO; Omaha, NE and Albany, GA. Frontier provides a wide range of solutions to its individual, family, corporate and non-profit clientele, We create customized plans tailored to our clients' unique circumstances and goals. Our purpose is to identify and create solutions that will simplify our clients' lives, including: comprehensive financial plan design and maintenance; investment management (traditional and alternative strategies); insurance/risk management solutions and opportunities; estate planning ideas; generational wealth transfer education and execution; tax planning; charitable planning techniques; college education funding analysis; retirement planning analysis; corporate retirement, pension and endowment solutions; treasury management programs; and business succession ideas.