

FCDC NEWS

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Edward Jones FCDC Member Feature

I am excited to share with you a feature on one of our longest standing members. Edward Jones here in Ottawa has been an active partner with FCDC for decades. Did you know that Edward Jones has been around for 100 years! That speaks to great stability and strength. There has been a branch here in Ottawa since 1975 which was started by Mike Esser. We are proud of the partnership we have with this great company.



Today the man at the helm is Ryan Henningsen. Ryan has been working in financial services for 21 years. If you look at him, he must have started when he was 15. It doesn't take long however to understand the great depth of knowledge, passion, and expertise that Ryan brings to his clients and our community. Ryan is very proud of his Ottawa roots. He is a product of the Ottawa Middle School and the Ottawa High School. He is a proud Cyclone! He is also proud of what the Edward Jones Company stands for in the industry.

In Ottawa we have two Edward Jones locations and three financial planning experts. In addition to Ryan, the company is well represented by Jacob Boyd and Angela Vandeberghe here in Ottawa. They run autonomous businesses but work together for the betterment of the clients they serve. Their cooperation is an asset to their clients and to our community. They are all involved in helping our community grow.

Edward Jones has been in Ottawa since 1975. Ryan's dad, Bill took over the local office in 1991 and built the high standard and reputation that Ryan carries forward today. Ryan took over the office in 2011 and continues the great legacy of his father and Mike Esser who opened the office in 1975. Edward Jones has a history of quality service.

In conversation with Ryan, it is clear the business has evolved over the years and will continue to in the future. He shared that the business used to be transactional. Clients would ask for assistance in buying and selling investments and that was the bulk of the business.



Today it is a very goal-based industry that works to provide much more service than just making trades.

Ryan will share with you that his service involves a process. He works with his clients to first understand what is important to them. What are the goals and objectives of the client? He then works to help the client understand the options, tools, and assistance available to help reach these goals and objectives. Then Ryan works to find the solutions that fit the client and his/her goals. After that, it is a process of providing ongoing guidance and support to his clients.

The process means Ryan utilizes connections with numerous professionals in our community. He works with attorneys, banks, realtors, insurance providers, and many others in our community. It truly is a holistic approach to planning for his clients. This takes time and that is something he enjoys spending with his clients,



and the relationships that come from his work. It is also a reason he works with the other Edward Jones financial planners. Ryan only has so much time, as do all of us. If he cannot commit the time needed by a client, he may recommend them to another planner. He wants everyone he en-

counters to get the high-quality service they deserve. As mentioned, Ryan enjoys working with people and helping them find solutions. He enjoys the opportunity his job provides for him to work with a large number of people in the community. This also helps him make contacts that enable him to serve on volunteer boards and numerous organizations to give back to the community he says has given so much to him and his family for many decades. Ryan is truly a community partner. He recently served as President of FCDC, as well as many other volunteer boards. We are proud of his membership and his support of all that FCDC does to help support the health and growth of our community.

It is a GREAT day to live in Franklin County!

Paul Bean

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