



Sean Clancy, CPWA®, AIF®
Managing Director, Financial Advisor
Prime Capital Financial

Sean Clancy has been a wealth advisor since 2005. His main area of focus involves developing financial strategies for individuals and families. Through Prime Capital Financial's committed team approach, he and his Prime Capital Financial Denver office strive to provide opportunities and solutions that are not always the easiest to find.

Sean holds his Series 66 securities registration and his life and health insurance license. He attained the Certified Private Wealth Advisor (CPWA®) designation through Booth School of Business at the University of Chicago by way of the Investments and Wealth Institute. Sean also earned his Accredited Investment Fiduciary® (AIF®) designation.

Born and raised in Colorado, Sean is a graduate of the 2000 class of Overland High School. He attended Kansas State University, pitching for the KSU baseball team on an athletic scholarship. Sean earned his Bachelor of Business Administration degree with a major in finance management in 2005.

Sean and his wife, Carina, are parents to two wonderful teenagers, Cael and Nell, as well as their Saint Bernard, Jimmy Dugan. Cael is an avid baseball player, and Nell finds incredible joy spending her free time at her dance studio. When not working or at kids' events, Sean enjoys training for marathon and ultra marathon races, fly fishing in the beautiful waters of Colorado, and playing golf with friends and co-workers.

The CPWA® is an "advanced credential created specifically for wealth managers who work with high-net-worth individuals, focusing on the life cycle of wealth: accumulation, preservation, and distribution. Candidates who earn the certification understand how to develop specific strategies to minimize taxes, monetize and protect assets, maximize growth, and transfer wealth."

In order to get designated as an Accredited Investment Fiduciary (AIF®), the candidate must meet a point-based threshold based on a combination of education, relevant industry experience and/or professional development; must complete training and pass a final exam; and complete six hours of continuing education requirements annually.

Advisory products and services offered by Investment Adviser Representatives through Prime Capital Investment Advisors, LLC ("PCIA"), a federally registered investment adviser. PCIA: 6201 College Blvd., Suite#150, Overland Park, KS 66211. PCIA doing business as Prime Capital Financial | Wealth | Retirement | Wellness.



Jania Stout, CPFA
President, Retirement & Wellness
Prime Capital Financial

Jania Stout is a distinguished professional with nearly three decades of experience in ERISA plan consulting, currently serving as President of Prime Capital Retirement and Prime Capital Wellness. Jania brings her proven leadership and experience dedicated to supporting Plan Sponsors and their employees. Building on the company's strong foundation of delivering innovative retirement and wellness solutions, Jania is committed to enhancing the firm's impact by driving initiatives that empower organizations and their workforces. Her focus is on advancing comprehensive strategies that blend retirement planning, employee wellness, and financial education to give Prime Capital the ability to lead the industry in helping clients achieve long-term success.

Jania previously held the position of Senior Vice President at OneDigital Retirement & Wealth, where she and her team advised on retirement plans encompassing more than \$12 billion in assets and serving over 250,000 employees. Her achievements include being honored as the 2016 Plan Adviser of the Year by PLANSponsor Magazine¹ and her role as the Past President of the National Association of Plan Advisors (NAPA). She was recently (2023) named Retirement Plan Advisor of the Year by Institutional Investors². She has a true passion for helping the employees of the clients she serves find a way toward financial independence. Evidence of this passion was found when she was named Top Advisor by Participant Outcomes (TAPO of the Year) by 401(k) Specialist Magazine³ in 2020.

Jania's influence extends beyond her impressive career. She has dedicated over a decade to being a voice for Plan Sponsors nationwide with her work on Capitol Hill. She was invited to share her insights as a Retirement Expert during Congressional testimony (Ways and Means Committee) in the summer of 2017. In addition, her experience was sought by the Department of Labor (DOL) in the Spring of 2016 to contribute her perspective on the then-pending Fiduciary Regulation. Jania, a renowned national speaker, frequently addresses audiences on Financial Wellness, Employee Engagement, and Fiduciary Governance Best Practices. Her experience has garnered attention from prestigious publications such as the Washington Post, Investment News, Benefits Magazine, RIA Biz, and Plan Sponsor Magazine.

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Matt Waters, CFP®, AIF®
Partner, Wealth Advisor
Prime Capital Financial

Matt Waters has nearly a decade of experience in the financial services industry. He holds FINRA Series 63 and 66 securities registrations, life and health licenses in several states, and designations as both a CERTIFIED FINANCIAL PLANNER™ (CFP®) and an Accredited Investment Fiduciary® (AIF®).

Matt's previous professional experiences working for Fortune 500 companies, family-owned businesses, LLCs, and nonprofits prepared him to excel as an advisor. "In the past, I served clients as a consultant for business process improvement solutions. My role was to sit with senior leadership and identify workflow improvements, workforce optimization and technology implementation. Essentially, 'How can we manage and optimize resources to achieve efficiencies and greater profitability.' It was excellent training for me in my work now as a financial advisor," Matt says.

Matt feels a strong calling to dedicate his career to the service of others. "Experiencing a client move from a state of uncertainty to a place of confidence in their financial future is incredibly rewarding," he says.

Specializing in working with high-net-worth families, Matt focuses on their investments and planning. He has also found a niche working with business owners and executives on their retirement plans, uncovering ways to maximize their plans as a company asset.

Matt is originally from Lawrence, Kansas, and he graduated from the University of Kansas, which is located there, with a Bachelor of Arts degree in communications studies in 2003. ("Rock Chalk!")

He currently lives in Castle Rock, Colorado, and in his free time, he enjoys fly fishing, playing golf, mountain biking and pretty much anything outside. He is dedicated to health, fitness, fun and his wife, Sara, and their four children. As Matt puts it, "We have an abundant, colorful, and adventurous lifestyle in the great state of Colorado. I have an incredibly full and rewarding personal life with so much to be grateful for."

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