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 Plan Sponsor Magazine 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 Investors. 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 Magazine in 2021.

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.

Taylor Knopf, AIF®, CFP®
Managing Director
Prime Capital Financial

Taylor Knopf grew up in in Boerne, Texas, where he is now currently a financial advisor for Prime Capital Financial. Taylor attended Rice University. As a student-athlete, he graduated with a degree in policy studies of judiciary law as well as a degree in sports management. During his time at Rice, he also worked for a private equity firm and then transitioned into a privately held oil and gas company. After graduation, Taylor furthered his education and obtained his AIF designation.

Today, Taylor believes that the power behind Prime Capital Financial comes from collaboration and the team approach that is embedded in its DNA. As an advisor, he knows that each client is different, from individual retirement goals to financial modeling and valuations - the needs are never the same for any client. To combat this, Taylor strives to build a team of consultants based purely around each client's needs. He has dedicated himself to the benefit, education and growth of his clients.

When Taylor is not in the office you will find him and his wife active in their community through the boards he serves on or the outreach programs they participate in. If he is not there, you will find him fishing on the Texas coast.

Brandon McCormick, CFP® AIF® CRPS™ CPFA®
Financial Advisor
Prime Capital Financial

Brandon works with businesses assisting them with their retirement plans. He provides consulting services regarding fiduciary protection, investment management, vendor searches and participant education.

Brandon has been with the firm since 2012 and has over 18 years industry experience. Before joining Prime Capital Retirement, he worked for Fidelity Investments in their Workplace Investing group. The ability to work with plan sponsors as well as be a valuable resource to their employees is what drew him to the firm.

Brandon draws on his industry experience to create strong relationships with his clients. He does this by first listening to their needs, concerns, and goals, then coordinates with a team of experts to develop a holistic and unique plan.

Brandon is involved in the community serving as the current President of DallasHR, a SHRM affiliate. He is also an active volunteer on the Greeting Committee for the Fort Worth Stock Show and Rodeo. Brandon and his wife live just outside of Dallas in Heath, Texas. In his free time he enjoys playing golf, riding horses, hunting and being outdoors.

Brandon has earned his Certified Financial Planner, Accredited Investment Fiduciary, Chartered Retirement Plan Specialist, and Certified Plan Fiduciary Designations. In addition, he holds his FINRA Series 65 & 66 securities registrations and is also life, accident, and health insurance licensed.

Thomas Greuling
Financial Advisor
Prime Capital Financial

Thomas Greuling serves as a Financial Advisor at Prime Capital Financial, where he specializes in institutional retirement plans. With more than 27 years of experience in the financial services industry, Thomas brings a creative and hands-on approach to helping organizations design, implement, and manage effective retirement programs.

His consulting philosophy centers on fiduciary excellence and participant success. Thomas leverages Prime Capital Financial's robust internal resources, including compliance, investment oversight, plan benchmarking, and benefit strategy, to provide his fiduciary responsibilities with precision and care to all of his clients.

Thomas is known for his thoughtful, client-first approach. He takes time to understand each organization's culture, plan history, and goals, crafting tailored strategies that drive meaningful outcomes. In addition to his institutional work, he also advises individuals on personalized retirement planning, helping them align financial strategies with their unique life goals.

Prior to joining Prime Capital Financial, Thomas held leadership roles at Stokes Family Office and Fidelity Investments. At Stokes, he helped expand the firm's institutional business. During his 24-year tenure at Fidelity, he served as Institutional Vice President, developing solutions across 401(k), HSA, Defined Benefit, Non-Qualified Deferred Compensation, Health & Welfare, Payroll, and Stock Plan programs.

Thomas earned both his BA and MBA from the University of Dallas, where he also played collegiate soccer. He studied abroad in Rome, Italy and Antigua, Guatemala and is fluent in German, Spanish, and English.

Raised in Germany, Mexico, and Texas, Thomas now resides in Grapevine and enjoys traveling with his wife, Isabel, and their two sons, Sebastian and Nicholas

Jonathan Young, PPC®
Senior Vice President,
Senior National
Accounts Manager

As Capital Group's speaker on all things retirement, Jonathan Young believes six of the most powerful words in the English language are: Let me tell you a story. He weaves humor, statistics and insights drawn from over 35 years of experience to coach financial professionals to retirement plan success.

Jonathan inspires everyone he meets with his passion for the noble quest of improving participant outcomes. His mission is to show the vital role we can play as champions of dignified retirements for upcoming generations of Americans.

This former financial advisor knows the value advisors deliver to clients each day and always looks for ways advisors can take their practices to the next level. His decades of investment industry experience include over 33 years at Capital Group as well as time spent at PaineWebber. He holds a bachelor's degree in Speech Communication and Rhetoric from Old Dominion University.

This Virginia native can be spotted in his natural habitat of Chesapeake, VA, where he's known to indulge in his passions for classic muscle cars, classic vinyl, barbeque grillery and saltwater fishing.

"In my 20-plus years of attending wealth management and retirement plan conferences, I've heard many people speak. Few – if any – deliver the energy, knowledge and entertainment like Jonathan. He's equal parts subject matter expert, master storyteller and comic. Your brain and practice will benefit from attending his session(s)."

- Advisor of 20+ years

"Jonathan cuts through the noise and delivers content that's relevant and meaningful. With wit and warmth, he creates an atmosphere that excites and engages the listeners."

- Advisor of 30+ years