

# Brooks K. Hamner, CFA, ASA

hamnerb@mercercapital.com

## PROFESSIONAL EXPERIENCE

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Brooks K. Hamner, Senior Vice President, is a senior member of the firm's Investment Management Industry team. He provides RIAs, trust companies, and asset managers with valuation services related to succession planning, litigated matters, equity compensation, and internal transfers. Brooks also consults with investment management clients in the process of buying other RIAs or selling their business.

Brooks also publishes research related to the investment management industry and is a regular contributor to Mercer Capital's blog regarding the investment management community, *RIA Valuation Insights*.

## PROFESSIONAL DESIGNATIONS

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Chartered Financial Analyst (The CFA Institute)

Accredited Senior Appraiser (The American Society of Appraisers)

## PROFESSIONAL MEMBERSHIPS

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The CFA Institute

The American Society of Appraisers

## INDUSTRY COVERAGE BLOG & NEWSLETTER

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*RIA Valuation Insights*, Weekly Blog, Mercer Capital

*Value Focus: Investment Management Industry*, Quarterly Publication, Mercer Capital

**PUBLISHED ARTICLES & WHITEPAPERS**

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“Purchase Price Allocations for RIAs,” co-author, *Mercer Capital Whitepaper*, 2024

“Assessing Earnings Quality in the Investment Management Industry,” *Mercer Capital Whitepaper*, 2024

“Evaluating Your Firm’s Margin,” *Mercer Capital’s Family Law Valuation and Forensic Insights*, January 2024

“Compensation Structures for Investment Management Firms,” *Mercer Capital Whitepaper*, 2023

“Valuation of Independent Trust Companies,” *Mercer Capital Whitepaper*, 2020

“Posturing Your RIA Firm for a Successful Succession,” *Mercer Capital Whitepaper*, 2019

“How to Value a Wealth Management Firm,” *Mercer Capital Whitepaper*, 2019

“The Role of Earn-outs in Asset Management M&A,” *Mercer Capital Whitepaper*, 2018

“The Impact of the 2017 Tax Cuts & Jobs Act on the Investment Management Industry,” co-author, CFA, ASA, *Mercer Capital Whitepaper*, 2018

“Valuing RIAs,” co-author, CFA, ASA, *Mercer Capital Whitepaper*, 2015

“Rough Quarter for the RIA Industry,” *Mercer Capital’s Value Matters™*, Vol. 2015-04

“Boston Private Bank & Trust Company Acquisition of Banyan Partners,” co-author, *Mercer Capital’s Bank Watch*, September 2014

“Banks Interested in Asset Managers and Trust Companies,” *Mercer Capital’s Bank Watch*, April 2014

“Tri-State Capital’s Acquisition of Chartwell Investment Partners: A Blueprint for Asset Manager Transactions,” co-author, *Mercer Capital’s Bank Watch*, February 2014

“Understand the Value of Your Trust Company,” co-author, *Mercer Capital Whitepaper*, 2012

**SPEAKING ENGAGEMENTS**

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“Valuations and How to Maximize Yours,” Guest on *The Buyers Boardroom* Podcast, Episode 17, January 30, 2025

“Important Issues for the Next Generation of Valuers,” 2023 *Beyond Valuation –Professional Development and Growth Conference*, Webinar sponsored by American Society of Appraisers LMS, June 8, 2023



“Upping the Stakes: Recruiting, Retaining, and Disruption,” *Association of Trust Organizations 2022 Annual Meeting*, Las Vegas, Nevada, September 19, 2022

“Ask Us Anything – Succession Planning,” with Zach Milam, *RIA Practice Management Insights Virtual Conference*, March 3-4, 2021

“What RIAs Need to Know About Current Estate Planning Opportunities,” with Zach Milam, *Webinar sponsored by Mercer Capital*, October 28, 2020

“Valuation & Financial Considerations Panel,” *Private Wealth Managers, Succession Plans: Handing Off the Baton Event* sponsored by the CFA Society of NY, New York, New York, October 17, 2019

“The Tax Bill and You - Implications for the Investment Management Community” *Webinar sponsored by Mercer Capital*, February 7, 2018

“What Is My RIA Worth?” *Webinar sponsored by Mercer Capital*, October 3, 2017

“Guideline Public Company Case Study: Nothing's Really ‘The Same,’ But How Much is Even ‘Similar?’”, *FCG University 2017*, Atlanta, Georgia, May 2, 2017

“Buy-Sell Agreements for Investment Management Firms: An Ounce of Prevention Is Worth a Pound of Cure,” with Matthew R. Crow, ASA, CFA, *3<sup>rd</sup> Annual RIA Central Investment Forum*, Chicago, Illinois, April 4, 2017

“Valuing a Trust & Wealth Management Franchise,” with Matthew R. Crow, ASA, CFA, *2016 Acquire or Be Acquired Conference* sponsored by Bank Director, Phoenix, Arizona, February 1, 2016

“Valuation and Liquidity Options,” with Nicholas J. Heinz, ASA, *Veterinary Study Group*, New Orleans, Louisiana, November 13, 2013

## **EMPLOYMENT**

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Mercer Capital Management, Inc.

*Senior Vice President, 2024 to present*

*Vice President, 2014 to 2024*

*Senior Financial Analyst, 2009 to 2014*

*Financial Analyst, 2006 to 2009*

## **EDUCATION**

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Vanderbilt University, Nashville, Tennessee (B.S., Economics, *magna cum laude*, 2006)

