

## Allianz Life Selects Advisor Group's Woodbury Financial as the Preferred Affiliation Partner for Questar Advisors

**Deal Value: Not Disclosed**

Sandler O'Neill served as exclusive financial advisor to Allianz Life Insurance Company of North America and Questar in connection with this transaction.

This transaction represents Sandler O'Neill's 258<sup>th</sup> financial services transaction nationwide since January 1, 2015, more than any other investment bank during that time period.<sup>(1)</sup>

**October 11, 2018 (OAKDALE, MN)** – Woodbury Financial Services (Woodbury), an independent wealth management firm with more than 1,200 advisors across the country, today announced that, following the decision made by Allianz Life to exit its retail broker-dealer and registered investment advisor businesses, Woodbury has been selected by Questar Capital Corporation and Questar Asset Management, Inc. (subsidiaries of Allianz Life Insurance Company of North America) as the preferred affiliation partner for Questar advisors. Woodbury is part of the Advisor Group network and has experienced record-breaking growth over the past year.

"We are honored that Allianz Life and Questar have selected Woodbury as their preferred affiliation partner for Questar's advisors," said Rick Fergesen, president and CEO of Woodbury Financial Services, Inc. "Our firms' cultures are closely aligned and we share a similar regional field support system. Questar advisors will feel at home at Woodbury, and will benefit from our business-friendly technology and product platforms. We couldn't be more pleased to welcome them to our family."

In the coming months, Woodbury and Questar will be working together to conduct a seamless transition.

"Questar has produced strong results, and we are pleased to have found a partner in Woodbury that can build on these results by providing reps with an outstanding platform for future growth," said Walter White, president and CEO of Allianz Life. "The cultural similarities between the two organizations will help smooth the transition, and we are confident that Woodbury will be a great long-term partner for Questar advisors."

(1) Includes acquisitions of whole companies (including majority stakes), minority stakes and assets or branches. Excludes terminated transactions and self-advisory roles. Sources: S&P Global Market Intelligence, Company press release.



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