

Jack Ginter to Lead Abbot Downing
Monday, March 16, 2020 12:00:00 PM (GMT)

Industry veteran tapped to grow the firm's ultra-high-net-worth boutique

Wells Fargo & Company today announced Jack Ginter as the head of Abbot Downing, the boutique business serving ultra-high-net-worth clients. Abbot Downing is part of Wells Fargo Wealth & Investment Management.

This press release features multimedia. View the full release here:

<https://www.businesswire.com/news/home/20200316005126/en/>



Head of Abbot Downing, Jack Ginter. (Photo: Business Wire)

Ginter has more than 25 years of experience in the financial services industry, both in corporate lending and wealth management. He most recently was senior managing director for Abbot Downing, overseeing regional management, business development, the Legacy and Wealth Planning Practice, and the Institute for Family Culture. He joined Calibre, a predecessor firm of Abbot Downing, in 2008 after serving as city executive for U.S. Trust.

Ginter succeeds Jim Steiner, who has assumed a new role in Wells Fargo Asset Management focused on expanding Outsourced Chief Investment Officer offerings for clients across Wealth & Investment Management.

"Abbot Downing is strategically important to Private Wealth Management and Wealth & Investment Management and offers a tremendous opportunity for growth as we continue to focus on the unique needs of ultra-high-net-worth clients across Wells Fargo," said Julia Wellborn, head of Wells Fargo Private Wealth Management. "Jack's experience and deep connections with our clients and team put him in a great position to lead this business."

In addition to his new role leading Abbot Downing, Ginter serves as an executive advisor to the Wells Fargo Women's Team Member Network and is a member of the Wealth & Investment Management Diversity & Inclusion Council. He also was a vice chairman of the board of directors for the Zoological Society of Philadelphia and currently is chair of the comprehensive campaign committee and as a member of the development committee. He earned a bachelor's degree in finance from Saint Joseph's University in Philadelphia.

About Abbot Downing

[Abbot Downing](#) is a leading provider of financial services to ultra-high-net-worth clients and family offices, as well as foundations and endowments. Teams of local professionals are dedicated to each client family to provide specialized knowledge in asset management; trust, fiduciary, and administrative services; private

banking and custom credit solutions; planning, family history, family dynamics and education services. As of December 2019, the firm has \$46 billion in client assets. The original Abbot Downing built the iconic stagecoaches that have come to represent Wells Fargo. Abbot Downing, a Wells Fargo business, provides products and services through Wells Fargo Bank, N.A. and its various affiliates and subsidiaries. Wells Fargo Bank is the banking affiliate of Wells Fargo & Company.

About Wells Fargo Wealth & Investment Management

Wells Fargo Wealth & Investment Management (WIM) is one of the largest wealth managers in the U.S., with \$1.8 trillion in client assets. WIM includes Wells Fargo Private Bank, serving high-net-worth individuals and families; Wells Fargo Advisors, the third-largest brokerage firm in the U.S.; Wells Fargo Retirement, which administers \$388 billion in employer-sponsored retirement plan assets for more than four million Americans; Abbot Downing, serving ultra-high-net-worth individuals and families; and with \$495 billion in assets under management, Wells Fargo Asset Management brings together a strategic balance of investment capabilities to serve the investment needs of our clients worldwide: institutions, financial advisors, and individuals. Wells Fargo Advisors is the trade name used by two separate registered broker-dealers: Wells Fargo Advisors, LLC, and Wells Fargo Advisors Financial Network, LLC, Members SIPC, non-bank affiliates of Wells Fargo & Company.

About Wells Fargo

Wells Fargo & Company (NYSE: WFC) is a diversified, community-based financial services company with \$1.9 trillion in assets. Wells Fargo's vision is to satisfy our customers' financial needs and help them succeed financially. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, investment and mortgage products and services, as well as consumer and commercial finance, through 7,400 locations, more than 13,000 ATMs, the internet ([wellsfargo.com](https://www.wellsfargo.com)) and mobile banking, and has offices in 32 countries and territories to support customers who conduct business in the global economy. With approximately 260,000 team members, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 29 on Fortune's 2019 rankings of America's largest corporations. News, insights and perspectives from Wells Fargo are also available at [Wells Fargo Stories](#).

Additional information may be found at www.wellsfargo.com | Twitter: [@WellsFargo](#).

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