



lairdnorton

WEALTH MANAGEMENT

## WENDY PHILLIPS

Director of Sales



Wendy Phillips joined Laird Norton Wealth Management in 2010 and is currently director of sales. She is responsible for explaining to potential new clients in the Seattle area and elsewhere the many benefits of LNWM's integrated approach to wealth management. Specifically, Wendy works closely with LNWM client advisors to demonstrate to high-net-worth individuals and families how LNWM's integrated services can make a positive difference in their lives and provide them with a lifetime advantage.

Wendy has close to 20 years of financial industry experience. Prior to joining Laird Norton Wealth Management, Wendy was a vice president and international business development officer at Wells Fargo HSBC Trade Bank, where she provided lines of credit and international business solutions to mid-market companies.

Wendy was also a vice president and business development officer for Wells Fargo's Private Client Services, responsible for product sales to individuals, corporations and foundations. She held sales and marketing management positions at Safeco, with a focus on mutual funds, annuities and insurance products. Previously, Wendy was a major gifts officer at the University of Washington and an institutional trading floor supervisor for Citicorp in New York City.

Wendy has an MBA in finance from Seattle University. As an undergraduate, she attended Pepperdine University and completed her BA at the University of Washington.