

# PITTSBURGH BUSINESS TIMES

## FINANCIAL DISTRICT

### Managing wealth family affair for Botkins

PATTY TASCARELLA  
Senior Reporter  
Pittsburgh Business Times



*A father and his two children have worked together as financial professionals since 2007, but on March 20 announced the launch of their independent Upper St. Clair firm, Botkin Family Wealth Management. Previously, the trio was Morgan Stanley's The Botkin Group, which managed over \$200 million in client assets.*

*Sara Botkin, who serves as president, talked about the new business. Her father, Lester Botkin, is CEO and her brother, also named Lester, is chief investment officer.*

#### Why did the three of you start your own company?

There were a couple of catalysts. A beautiful building came up for sale – one mile from our former office – in Peters Township with high visibility and no inconvenience for our clients. We focus on personal financial planning and investment management. We'd always been very proud to work for our prior



Sara Botkin.

firm, but they've shifted their focus to banking and lending, which can be a great thing for some people but our clients are interested in building their wealth and generating income and they're not interested in taking on debt. As our former company encouraged us to be selling banking and lending products, we began to feel it wasn't the best fit.

#### Do you plan to add staff?

We have a bigger space than we need. We have seven empty offices. That leaves the door open. Now, our focus is on bringing over our current clients to the firm. Once we've done that, we'll explore (expansion).

#### You started your career in New York. What brought you back to Pittsburgh?

I was with Aon Insurance on the 105th floor of the South Tower of the World Trade Center and 9/11 changed my perspective in an instant. I wanted to be home. My dad had always said, "You should come work with me in Pittsburgh. A father-daughter team would come across well."

#### What's it like to work with your family?

We've never had a conflict among the three of us. I've worked with my dad since 2001 and my brother joined our team in 2007. I have to say my dad is the best person I know. He's such a great mentor. It's a joy to work with them.