



Wilbanks Smith & Thomas Named to Inside Business' Top Workplaces List

Norfolk, VA — August 16, 2021 — Wilbanks Smith & Thomas Asset Management, LLC (WST) — a Norfolk, Virginia-based wealth management and investment advisory firm — is pleased to announce its naming to Inside Business' list of Top Workplaces of 2021. The Top Workplaces program recognizes the leading employers in the Hampton Roads community based on employees' nominations and feedback. More than 5,000 employees responded to surveys conducted by Inside Business and survey partner, Energage — recognizing a total of 34 organizations this year, with WST named to the list.

WST has faced similar challenges that many businesses in America experienced since March 2020, but found ways to boost camaraderie and community during the pandemic. Wayne F. Wilbanks, CFA, co-founder and Managing Principal, said the firm's creative ideas for virtual events were an important way to stay connected as a team especially during such unprecedented times. The firm held virtual events including a trivia and a casino night with care packages and gift baskets provided to each employee, in the effort to continue collaborating, Marketing Strategist Maria Salova said. In addition to virtual events, WST continued to support the local arts community as well as participated in volunteering opportunities including Women United of South Hampton Roads' Stone Soup event in April — an annual event that makes food for local nonprofit agencies and local individuals in need.

Changing from in-person to virtual meetings was a streamlined process for WST because of established relationships, consistent communication with clients and partners, as well as having the appropriate technology supporting the firm. Wilbanks said Securities and Exchange Commission regulations require the company to have backup servers and power, so the company was already set up to operate remotely in a disaster situation.

Wilbanks Smith & Thomas is celebrating its 30th-anniversary. The firm was founded in 1990 starting with just two employees and stuck to the road map that was envisioned to bring the firm to where it is today — a boutique firm with 46 employees, across four locations, managing more than \$4 billion in client assets. "Our singular focus on our clients' needs, our commitment to maintaining a world-class investment strategy and our dedicated team are the keys to our longevity. As the firm has grown over the years, we've expanded our staff to ensure that our investment and client service teams are built to meet the evolving needs of our clients in an ever-changing economic and market environment." - Lawrence Bernert, CFA, Principal at WST

Employees that nominated Wilbanks Smith & Thomas as a top employer cited WST's positive work environment and the collaborative nature of the team.

About the Firm

Since 1990, Wilbanks Smith & Thomas has been privileged to serve as a trusted partner in the effort to preserve and grow wealth. Today, we manage over \$3 billion in client assets. We are dedicated to and defined by our clients' trust and the achievement of their goals. You are why we're here.

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