

South Florida Sales Support Team



Gail Leonard, RIPC
Senior Relationship Manager

Chantal joined J.W. Cole in September 2014 as a Sales Support Specialist. Chantal was born and raised right here in Tampa and she is very proud of her city! She enjoys spending time with her Mini Pomeranian, Meeko, and loves to have mini photoshoots with him; after all he is her child! When she's not working with Advisors and Assistants in the South Florida Region, she keeps busy by spending time with her family, her friends and her husband. (Who she met here at J.W. Cole!)

Gail joined JW Cole in November 2011 as the Director of Sales Support. Prior to joining JW Cole, Gail was a Regional Supervisor in the Financial Institutions Division of Raymond James. Gail began her career in finance as a Financial Advisor with Waddell & Reed, working for our very own, Mike Vanhorenbeck. She holds the Series 6, 7, 9/10, 66, and Florida Life, Health and Annuities licenses. Originally from Brooklyn, N.Y., Gail attended college in Massachusetts, and has lived in upstate New York, Ohio, and Michigan before settling in Florida in 1990. She and her husband Steve are “empty-nesters” who enjoy travel, especially cruises, and the Florida life-style.



Chantal Jones
Sales Support Specialist

Southeast Sales Support Team



Taylor Smelt comes to us from INVEST, where she served as a Sales Supervision Home Office Principal and regional Advisory Trade Supervisor. Prior to that she went through the Merrill Lynch Practice Management Development Program. Taylor is a graduate of Furman University with a Bachelor of Business Administration. She holds the Series 7, 24, 66, Florida Life, Health, and VA, and is studying for the Series 4. Taylor is very outgoing, personable, and professional. Many weekends you will find Taylor spending time with her family on the Suwannee River boating or jet skiing. She is also a part of the Delta Gamma Tampa Alumnae Group, where she is involved in several volunteer events in the community.

Taylor Smelt
Relationship Manager

Emoly is our newest team member! She comes to us after 5 years with GTE Financial Credit Union where she was a Member Care Team Supervisor overseeing 20+ Member Care Advocates. Emoly loves helping people, and it shows through her positive outlook and constant drive to be the one that makes people feel good about the decisions they've made. Prior to GTE, Emoly worked for Alltel Communications and Verizon Wireless going back as far as brick phones and beepers! In her spare time, she enjoys cooking-especially Italian! She is a rookie gardener, has 2 cats, and a 10 month old pit-bull. She loves to travel, her favorite spots are Rome, Vegas, and Savannah!



Emoly Jenkins
Sales Support Specialist

Atlantic Sales Support Team



Tim Schultz
Relationship Manager

Tim joined JW Cole in June of 2014. Prior to joining JW Cole, Tim spent 16 years at Raymond James in various roles in Compliance and Supervision with his last role as the OSJ Principal/Branch Manager of the home office supervision program. He holds the Series 7, 9, 24, 53, 63, and 65 licenses. In his spare time, he enjoys photography, travel, Brazilian jiu-jitsu and most importantly, spending time with his wife and daughter.

Joel Crawford comes to us from a 10 year career as a Merchant Marine in the oil industry on the high seas. He decided it was time to settle down in one location (Tampa) to pursue a life and career change, which led him to J.W. Cole. He brews his own beer and has travelled to some very unique and exotic places, his favorites Edinburgh and Malta. Now that his feet are planted in one location, he really wants to get a dog. He is leaning toward an English Bulldog, maybe two.



Joel Crawford
Sales Support Specialist

Heartland Sales Support Team



Gene West
Relationship Manager

Eugene "Gene" West comes with over 20 years experience, with a focus on Principal Trade Approvals, Supervision, Trading, Fixed Income, and Compliance. Gene attended Georgia Tech where he studied Industrial Engineering and Eckerd College where he studied Business Management. He has the Series 4, 7, 24, 53, 55, and 63. Gene is a native Floridian, an avid golfer and loves to barbeque! He has a son and daughter that are twins and both sophomores in high school, two adult children, and 3 grandchildren.

Lauren joined the J.W. Cole Family in February 2016. Lauren has a Bachelor's Degree in Psychology from the University of South Florida (Go Bulls!). She started off in the industry as a Participant Service Representative at T. Rowe Price, and has also worked for an insurance agency. She holds the Series 6, 7, and the Florida Life, Health & Variable Annuity licenses, and is studying for the Series 24. Aside from work, Lauren loves to travel and spends her down time with her Miniature Aussiedoodle, Zoey.



Lauren McClemens
Senior Sales Support Specialist

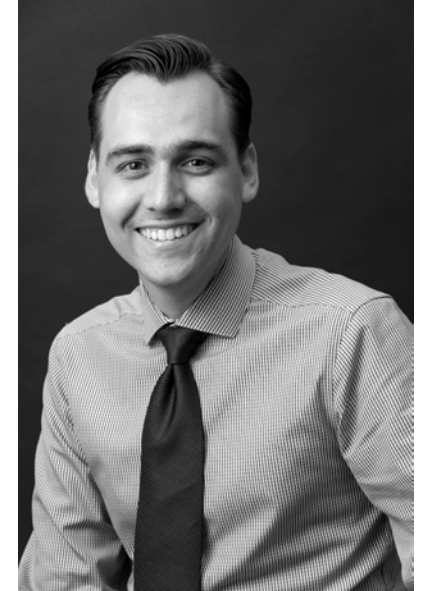
West Sales Support Team



Aaron Shroyer
Relationship Manager

Aaron joined JW Cole in September 2015. He has a B.S. in Business Administration with a concentration in Financial Management from Florida Southern College. He previously spent 7 years in the Compliance Department at Allen & Company out of Lakeland FL, where he managed a comprehensive compliance program, performed branch examinations and provided advisor support and supervision. Aaron holds the Series 4, 7, 24, 53, 66, 79, and 99 licenses. In 2017, Aaron relocated to our San Diego, CA office and currently holds a CA Life, Accident & Health Agent license as well a CFP Board-registered certificate in Personal Financial Planning from UCLA. He enjoys spending time with his family and maintaining an active lifestyle, including golfing and surfing. On the weekends he can often be found at the beach or at home refining his guitar playing skills.

Ian joined J.W. Cole in August 2015. Prior to joining our family Ian was a licensed P&C and Life & Health Senior Sales Rep as well as new employee trainer for USAA. Ian's stellar customer service experience qualify him as a perfect Sales Support Specialist. Ian recently relocated back to Southern California where he enjoys spending time at the beach, hiking, and fishing. Ian and his wife both love to travel and they want to see as much of the world as possible, having traveled extensively in the US, Indonesia, Thailand, and have plans to travel to Europe in the near future.



Ian Anderson
Sales Support Specialist

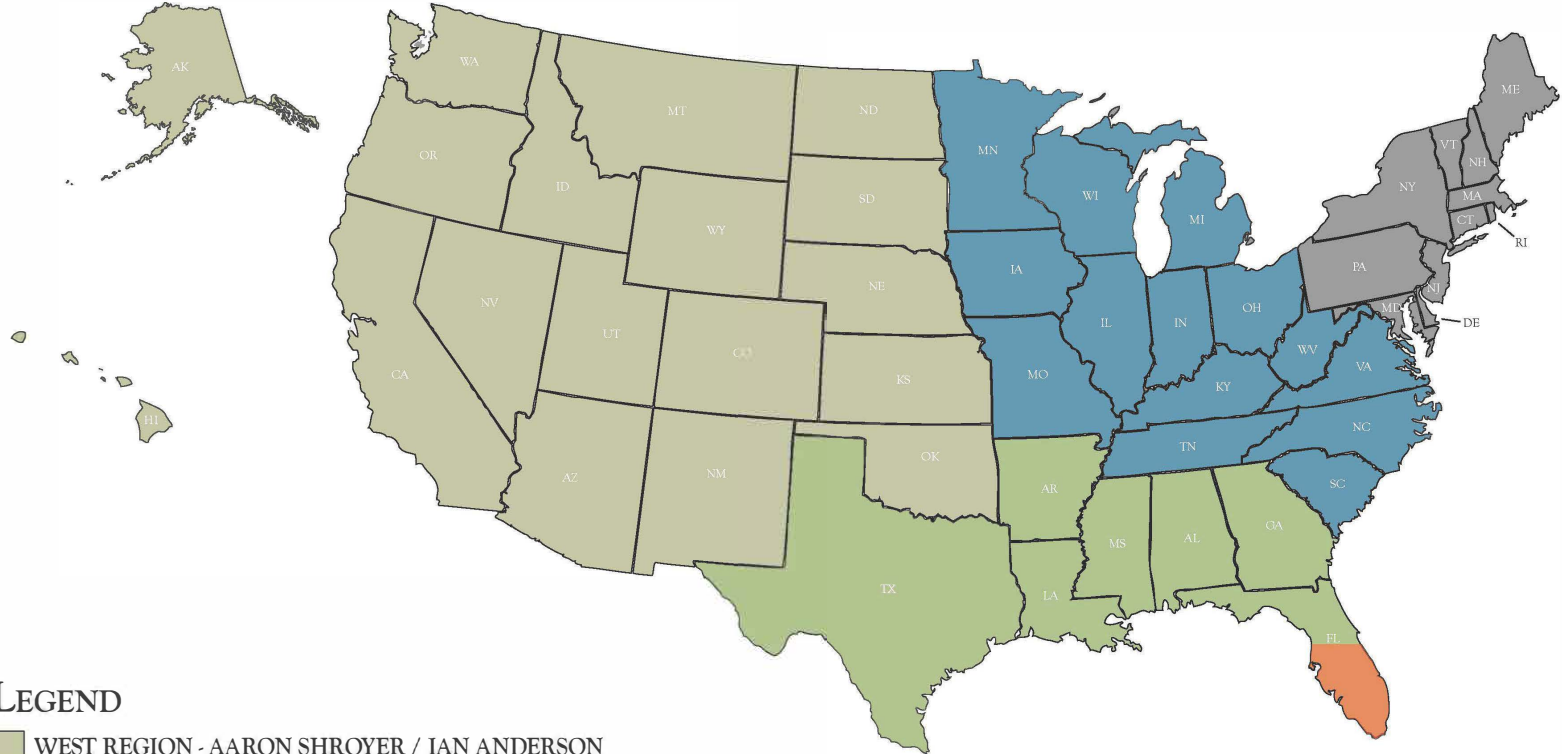
Operations & Sales Support



Melissa Robinson
VP Operations & Sales Support

Melissa entered the Financial Services industry in 1999 in the Compliance Department at Raymond James where she visited several hundred Advisors in their offices doing branch examinations and learning about their business. In 2007 she made a life changing move to J.W. Cole where she spent her first 5 years as the CCO. In 2012 she was offered the opportunity to “do something fun”, and she took on the critical role of overseeing the day-to-day Operations & Sales Support of our Advisors. She is also responsible for the “Women of Cole” our all female Advisor group that meets semi-annually, now in it’s 6th year. Melissa has a BBA in Accounting, holds the Series 7, 24, and 65. She spends her free time with her 2 year old son and husband, or running mostly 5K’s, 10K’s, and the occasional half-marathon.

REGIONAL MAP



LEGEND

- WEST REGION - AARON SHROYER / IAN ANDERSON
- HEARTLAND REGION - GENE WEST / LAUREN McCLEMENS
- ATLANTIC REGION - TIM SCHULTZ / JOEL CRAWFORD
- SOUTHEAST REGION - TAYLOR SMELT / EMOLY JENKINS
- SOUTH FLORIDA REGION - GAIL LEONARD / CHANTAL JONES