

2024 NTSA ELITE ADVISOR AWARDS



TONY SCHUTTE

EFS Advisors
Rochester, MN

RETIREMENT ASSETS UNDER ADVISEMENT:

\$80,000,000 +

PARTICIPANTS SERVED: 1400

SCHOOL DISTRICTS SERVED: 40

For over 17 years, Tony Schutte has specialized in retirement planning and asset management for educators and their spouses. With less than 300 clients in 2006, Tony's practice has since flourished largely due to his forward-thinking spirit, hunger for knowledge, and desire to constantly improve.

Tony highlights the consistent evolution of his business practices as key to his team's prolonged success. "I've always believed the moment you stop improving your practice is the moment it starts to deteriorate," Tony says. "Implementing QR codes for 403(b) enrollment, utilizing online scheduling, and adding a virtual assistant to schedule review appointments are only a few of the items we have implemented in the last several years to continually improve efficiency within our practice."

From a personal standpoint, Tony credits his enduring curiosity and love for learning with staying on the cutting-edge of his business. By perceiving challenges as vehicles for new understanding, Tony embraces complex issues and views them as roadmaps for navigating future obstacles. "I'm never afraid to ask the difficult questions," Tony states, "because I believe an unasked question is a missed opportunity to gain knowledge."

Ultimately, Tony's higher mission is rooted in setting up his fellow advisors to one day surpass his own achievements. "My goal for every advisor I hire, or train is that they will eventually be a better and more successful advisor than myself. If they can maintain a positive attitude, excitement for discovery, and strong level of integrity, then I am confident that we will have a good representative of our company and industry."