

December 2014

# onwallstreet

www.onwallstreet.com

A man with short brown hair, wearing a grey patterned blazer over a white button-down shirt, is speaking at a podium. He has his hands raised in a gesturing motion. A silver microphone is visible on the right side of the podium. The background is dark with some blurred figures of people.

"[Leukemia] was a death sentence 20 years ago. As soon as I got the keys to my life back, I contacted the doctor who developed the drug that helped me."

**ROB SHICK**

Portland Branch Manager, Baird

**YEARS IN SECURITIES BUSINESS: 29**

# LifeStories

**Nine years ago, I was told that I had chronic** myelogenous leukemia, or CML. I had to tell my children, my wife, friends and colleagues that I didn't think I was going to survive. Dealing with the emotions around the diagnosis was a tremendous burden.

After I was diagnosed, I was told there was a new drug, the first of its kind called Gleevec. I took the pill every day and now the leukemia is undetectable in my system. I've been able to continue my life and career as an advisor.

I was born in Portland, Ore., and by the time I started college I knew this was what I wanted to do. But I wasn't sure how to go about it.

I graduated in 1983. I had no money or experience, and I was trying to enter a very competitive industry. After working in sales, I decided it was time to start building my own advisory business and joined Shearson Lehman Brothers. Looking back, I'm glad I had the discipline to stay tried-and-true to what I believe in: Investing in good companies, being patient and staying diversified. It's about getting better and better every year with your craft, and sticking to it even as markets change.

I started a branch of McAdams Wright Ragen in Portland in 2005, and it was just myself and three other advisors. It grew to about 15 advisors in just nine years. We built out the business and were acquired

by Baird earlier this year. It happened because we're all rowing in the same direction in terms of our philosophy: If you put your clients first, you're going to be much better off. Most importantly, you'll be able to walk away and feel good about yourself since you're not taking shortcuts.

CML was a death sentence twenty years ago. As soon as I got the keys to my life back, I contacted the doctor who developed the drug that helped me, Brian Druker of the Oregon Health & Science University Knight Cancer Institute. I began to speak alongside him, raising money together to build a new lab for the institute. I got involved with the institute's fundraising arm, and I am now its chairman. I am currently helping to lead the Knight Cancer Challenge, with the goal of raising \$500 million by March 1, 2016.

If we are successful, that amount will be matched by Nike Founder and Chairman Phil Knight and his wife. Today, in just over a year, we have raised \$440 million. It's been the single biggest honor of my life to be involved with the institute. I have received so much more than I could ever give. It is an incredible blessing. I've had some success in this business. It's been a fun, enjoyable career. But without any doubt, you can't ever feel more fulfilled than when you're giving back. **OWS**

**AS TOLD TO MADDY PERKINS**



**Robert W. Baird & Co.**