



Meet James Sindelar, Director of Business Development, with JAG Capital Management

Anybody that's played hockey growing up when you step on the ice it electrifies you a little bit. At the same time you feel very calm and relaxed. Ready bud? Yeah, I coach my son's hockey team. To see that young mind listen to you and then put it into action is unbelievable. You don't want to let your team down and that's number one.

I started working with JAG in undergrad. I love working at a smaller boutique firm. I've got great leadership. I've got a great team from a culture standpoint. We are the type of firm that everybody feels like a family member. One of the sides of the business is institutional and that means foundations, endowments, big broker dealer firms or consulting firms. I meet with the advisors, the analyst teams, and the number one thing we can do is guarantee good service. The best outcome isn't just a win it's also did you build a relationship?

Being the father of five, fortunately we do have facetime and we've got different ways to connect while I'm on the road. My wife's a saint. She has a lot on her plate on a daily basis, but she does an unbelievable job. You wouldn't know now when you look at our family picture and it's five amazing little ones, but Maria and I had difficulty getting pregnant. My dad had kind of suggested, hey if you guys really want to keep growing as a family you should look into IVF, and we started taking the steps to grow our family.

My dad was diagnosed with esophageal cancer and that kind of rocked our world a little bit as he was such an important part of our lives. Going through so many different treatments, the ups and downs. My faith tells me he knows my twins and he knows Harvey at a deeper level. And he knows Ava but the only child of ours that really got to know him was James, Jr. And so that's tough to look back and think of everything that we've gone through. We don't let the little things kind of get to us anymore.

Much like hockey, much like the job, those relationships — we wouldn't be who we are without them. My name is James Sindelar and I work at JAG Capital Management as director of business development.