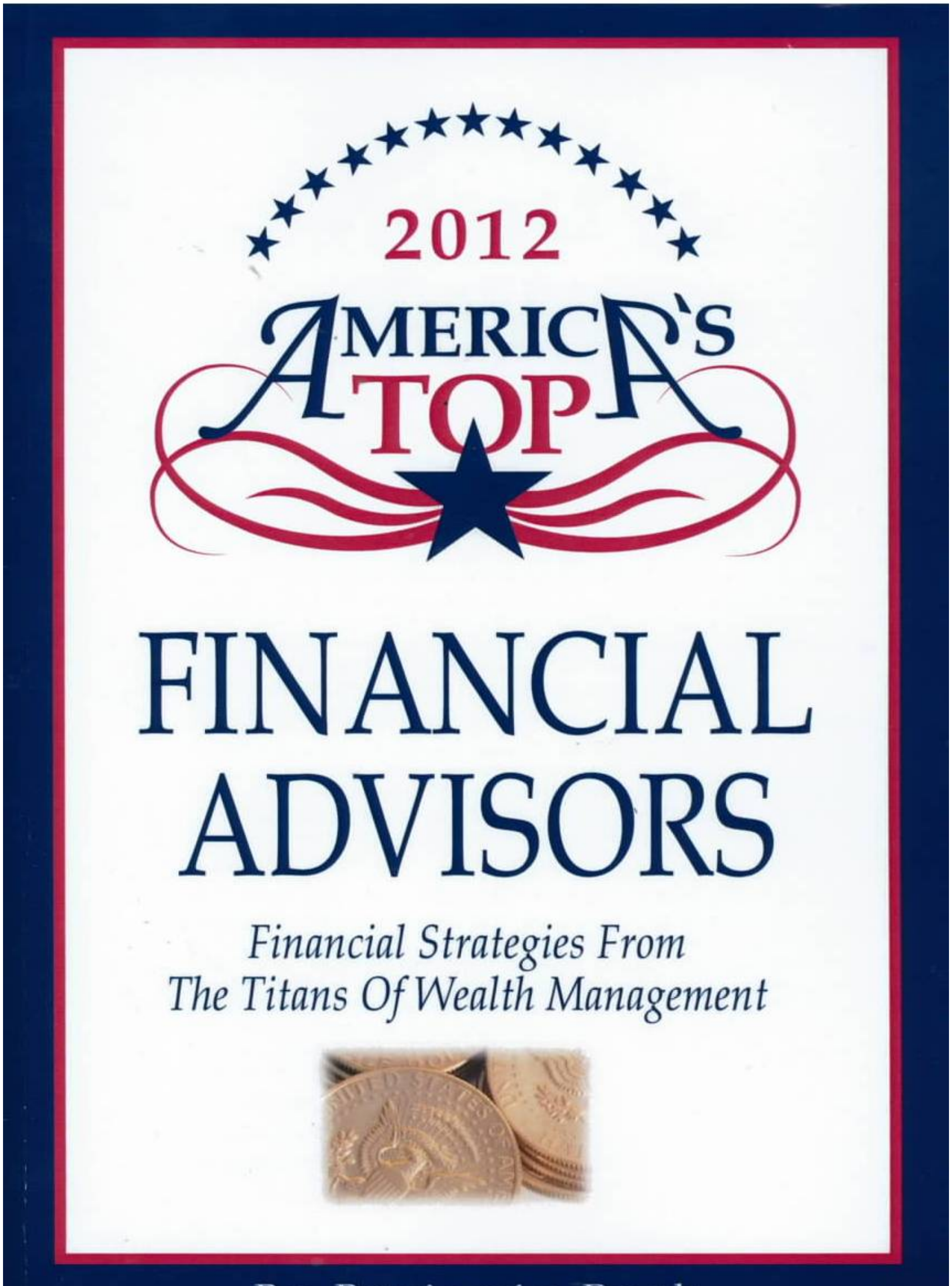

Join us in congratulating John – who was chosen as 1 of the 100 advisors profiled in this book, out of more than 2000 nominees nationwide! We are most proud of this – as part of the selection criteria focused not on statistics, but on the positive impact these advisors make every day in the lives of their clients and their communities. More information on the selection process can be found in the "Introduction". John's profile begins on page 423, or you can read it on the back of this page.

2012 America's Top Financial Advisors – Financial Strategies from the Titans of Wealth Management by Benjamin Rush;
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Services Offered

- Wealth Management
- Estate Planning
- Portfolio Management
- Business Continuation
- Education Planning
- Financial Planning
- Risk Management
- Retirement Planning
- Tax Planning

Career Highlights and History

Mr. Goott began his career in the financial services industry at the age of 21. After emigrating with his family from South Africa to the United States, John continued his work with a financial planning firm called AFP. He worked with them for 3 years before starting his own firm in 1984. That firm, now called Investec Advisory Group, L.P., has grown and flourished under John's leadership and presently serves more than 160 clients with over $250 million in assets under management. Many of the firm's clients have been with John since the early years and have demonstrated their continuing appreciation by referring their colleagues, friends and family members.

Throughout his 42 years in the industry, John has received many certifications and recognitions for his work. He has earned both the Certified Financial Planner™ designation – the recognized standard of excellence for personal financial planners, and the Accredited Investment Fiduciary® designation – which focuses on investment fiduciary standards of care. In 1980, John became a life member of the Million Dollar Round Table and in 1998 a DALBAR-Rated Financial Professional. He has been awarded *Texas Monthly*'s Five Star Advisor Award for Customer Satisfaction each year since 2009 and was also recently recognized as a 2011 Premier Advisor by NABCAP (the National Association of Board Certified Advisory Practices). John has been quoted in several news publications and was profiled in *The Houston Chronicle*, along with making several radio show appearances.

Investec offers an array of financial services, specializing in Retirement Planning and Investment Management.

Licenses and Designations

- Certified Financial Planner™ (CFP®)
- Accredited Investment Fiduciary® (AIF®)
- FINRA Series 7, 63 and 24 securities licenses
- Group I Insurance License (Life & Health)
- Registered with the SEC since 1987
- Compensation is fee-based for Investment Management and Financial Planning services and is commission-based for Insurance services.

Most Gratifying Aspect of Being an Advisor

John finds that it is very gratifying to be able to help people enrich their lives and to see families grow to create a bridge for the next generation. He believes that having money can be both a blessing and a curse; he strives to make it a blessing for his clients. He enjoys being a resource for his clients and draws from his years of experience to help his clients achieve their goals.

Financial Strategy from John

People focus too much on short-term performance. Focus on your goals and build investment strategies around them. For younger investors: pay yourself first – save 10% of your gross income, pay your taxes and spend the rest. For pre-retirees: have a plan and make sure it is conservative and realistic. For retirees: stick to your investment plan and review your retirement plan at least every 2 years!

Client Support and Service

John and his firm have a holistic, global view of the investment markets, offering their clients years of experience and an international background. They believe that their risk management skills offer clients a more stable and grounded investment plan; the proof is in their "legacy" clients – who have been with them since the very beginning.

Investec is completely independent, so they are not affiliated with any brokerage firm. They continuously have their clients' best interests in mind and work to help their clients achieve their goals by sticking to the plan that has been tailored for their specific needs.

Investec provides additional services to clients that go beyond the realm of traditional financial planning. Investec helps guide their clients through the impact of life's changes, such as the birth of a child or grandchild, the death of a loved one, retirement, divorce and marriage or remarriage. The firm can provide guidance with other financial situations including purchasing a car, refinancing a mortgage or addressing the cost of a health care need. In addition, Investec works together with other professionals engaged by their clients, such as accountants and attorneys.

Client Impact

A client brought his aging grandmother to John and his firm, seeking estate planning guidance for her. Her late husband had created a trust that was very rigid in how their family could benefit from the funds once both he and his wife were gone. It provided distributions to their daughters only in the event they had totally depleted any and all funds available to them from any other source. The grandmother wanted to make the trust assets more accessible for her children and grandchildren. Investec analyzed her situation and introduced her to an estate attorney who was able to amend the trust by utilizing the grandmother's power of appointment so that, at her death, the funds were able to go to the children and grandchildren according to her wishes.

Another client came to John to review the process of retirement planning. Though he and his wife had substantial financial resources to provide for a very comfortable retirement, the wife was not convinced by her husband's assurances they would not run out of money in their lifetimes. After John explained the comprehensive retirement plan he had developed for the couple, the wife concluded the meeting by stating to her husband, "You've been saying this for years, but this is the first day I truly believe you." She added, "Now I have peace of mind for our financial future."

Giving Back

John has given back to his community in several ways, serving on various boards in both South Africa and the United States. He was formerly active in the Junior Chamber of Commerce (Jaycees), holding the offices of National President of Jaycee South Africa and World Vice President of Junior Chamber International. John was also awarded a life membership as a JCI Senator for Community Service.

John is a current member of the national Financial Planning Association and a past Vice President of the local Houston chapter. He is currently an active Board Member of the Jewish Federation of Greater Houston and has served 5 years as the President of his Homeowner's Association. John is also an active Board member of SEARCH Homeless Services in Houston, an organization that focuses on trying to integrate people back into the community by educating or training them and helping them find jobs. He serves on the Finance Committee and is Chairman of the Investment Committee.