



## *Brookfield Sales Exec Hops to iCapital for RIA Market Post*

By Tom Stabile September 14, 2018

**Robert Worthington** last week joined **iCapital Network** in a newly created distribution role aimed at the independent advisor and independent brokerage market. He comes over after a year at Brookfield Asset Management and senior posts at Hatteras Funds and J.P. Morgan Asset Management.

In his new role as managing director for client solutions, Worthington leads a team that provides education and marketing around the products at iCapital, a platform that delivers private and non-traded funds from alts managers to advisors. He reports to Dan Vene, managing partner at iCapital.

Worthington's background includes experience distributing alts products to both institutional and high-net-worth clients, including accredited investors, says Lawrence Calcano, iCapital's CEO. The distribution team focuses on marketing and education to advisors about alts products on iCapital's platform, and it works alongside another squad of relationship managers that helps wealth advisory firms plug into the firm's technology or create white label versions of it, Calcano says.

It's likely that iCapital will continue hiring for its distribution and marketing teams this year, he adds. "It's certainly demonstrative of our commitment to the independent [advisor] space," he says.

Worthington joined Brookfield in October 2017, according to a LinkedIn profile. In that role, he concentrated on building out relationships to independent advisors and family offices, according to iCapital.

He had been president at Hatteras from 2007 through 2016, where he was in charge of business development and product development, as well as managing the sales and investment teams. He previously worked as a managing director at J.P. Morgan from 2004 to 2006, according to the LinkedIn profile.

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