HENSSLER Financial

Justin J. Wagner, AIF®

Director of Business Development

Accredited Investment Fiduciary® Designee

17 Years of Financial Services Experience

Justin J. Wagner, AIF®, is the Director for Business Development at Henssler Financial. He originally joined the firm in 2017 as a Client Relationship Manager—Retirement Services. In 2024, Mr. Wagner will spearhead the firm's expansion efforts by opening an office in Naples, Florida. His leadership will play a crucial role in enhancing the firm's reach and impact, fostering the growth of existing and new relationships, and creating opportunities that benefit current clients and employees. This expansion represents another milestone in spreading the Henssler brand and solidifying the firm's commitment to excellence in service and community engagement.

Additionally, Mr. Wagner continues to work closely with Senior Consultant for Retirement Services, Scott Brown, MBA, CFS®, business owners, and plan trustees to design qualified retirement plans and provide ongoing services to the Plan Sponsor, Trustee, and participants. Mr. Wagner helps companies manage all aspects of their 401(k) plans, including investment line-up, cost analysis, fee benchmarking, participant education, and plan design. As part of the Retirement Services team, he is integral in growing the retirement services book by forming lasting partnerships with companies and providing ongoing employee education on all aspects of saving, budgeting, and investing.

Assuming the role of Head of Commercial Transformation in 2021, Mr. Wagner, is responsible for introducing employees, clients, and prospective clients to the extensive range of services offered by Henssler Financial. Additionally, he offers leadership coaching to young professionals, empowering them to enhance their skills, advance within the firm more effectively, and navigate the challenges encountered by all employees.

Prior to joining Henssler Financial, Mr. Wagner was with Morgan Stanley Wealth Management for nine years, beginning as an intern and then spent six years serving as a Financial Adviser managing portfolios and building lasting relationships with his clients. During his tenure at Morgan Stanley, Mr. Wagner became a 401(k) specialist, helping clients establish 401(k) plans or manage their existing plans.

Mr. Wagner earned a Bachelor of Business Administration in Finance from the University of Kentucky. He earned the Accredited Investment Fiduciary® designation from the Center for Fiduciary Studies (Fi360), which signifies knowledge of fiduciary responsibility and the ability to implement policies and procedures that meet a defined standard of care.

Henssler Financial entities ("HF") shall mean and refer to any and all subsidiaries, parent or sister corporations, limited liability companies, partnerships or other entities or entity controlling, controlled by or under common control with said corporations or entities, including, but not limited to: G.W. Henssler & Associates, Ltd. ("GWH"), a federally registered investment adviser, d/b/a Henssler Financial; Henssler CPAs & Advisers, LLC; Henssler Capital, LLC; Henssler Property Management, LLC; Henssler Realty, LLC; Henssler Insurance, LLC; and Henssler Norton Insurance, LLC. Only GWH is an investment adviser.

Fi360 Inc. owns and awards the certification marks "AIF®" and "Accredited Investment Fiduciary®". Authorized users of the marks have successfully met requirements for initial certification and annual recertification.

Henssler Financial is a financial planning and money management firm with assets under advisement of approximately $4.03 billion as of June 30, 2026. Henssler Financial, which includes federally registered investment adviser G.W. Henssler & Associates, Ltd. and is headquartered in Kennesaw, Georgia, a suburb of Atlanta.

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