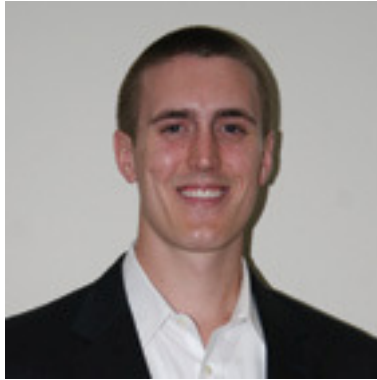


20 in Their Twenties



JACK HANNAH | Frontier Wealth

He has the name for a career working with animals—try Googling him and you’ll get volumes on that Mutual of Omaha fellow. This Jack Hannah did indeed work in the animal kingdom when he founded R&J Cattle Co. with his brother while he was still in middle school. His reports these days have two legs, but Hannah never forgot the lessons he learned early on. “Our paycheck was directly tied to the amount of work we put in” raising those Holsteins,

Hannah says. That framework became an enterprise model from college through to his present role—at 25, he’s director of operations for Frontier Wealth Management. Hannah says he was fortunate enough while still in college to land a position as the first analyst hired by Five Elms Capital, a Frontier affiliate. He benefited from the experience and the counsel of Cory Lagerstrom and Fred Coulson—both of whom went onto become Ingram’s 40 Under Forty honorees—and burnished their lessons with those he’d picked up at R&J. That led to his current position, he says, where “the work I’ve put in has quickly returned dividends back to me.” At Frontier, he’s overseeing operations for a team of nearly 20 who manage a combined \$155 million in assets across roughly 250 accounts.

Jack Hannah is the Director of Operations with Frontier Wealth Management in Kansas City.

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