

## Lunsford Johnson

Senior Vice President - Investments



Lunsford began his career in the securities industry in 1983 working for a regional investment firm as a Portfolio Manager. Three years later, he accepted an opportunity to join the Trust Department of the Bank of Virginia (now Wells Fargo), and for the next six years, managed equity and fixed-income portfolios for trusts and estates. Lunsford joined Davenport Asset Management in 1992 as a Portfolio Manager, managing individual and institutional client assets. In 2008, building on his extensive investment experience, Lunsford decided to transition to the retail side of the business and become a Financial Advisor.

Offering a range of financial planning services and investment solutions, Lunsford helps clients achieve their life financial goals with custom investment advice and outstanding personal service. He collaborates with clients to help choose appropriate investments to serve as a road map for pursuing their financial goals. Ongoing changes in the market, as well as life changes, make monitoring and rebalancing investment portfolios a hallmark of his service.

Lunsford attended Hampden-Sydney College and graduated from Virginia Commonwealth University with a degree in Business Administration and a minor in Real Estate and Urban Land Development. He currently serves on the Board and Finance Committee of the historic Agecroft Hall in Richmond. He has served on the Board and as Treasurer of the Historic Petersburg Foundation and St. Paul's Church, and was a founding member of the Petersburg Preservation Task Force. He has helped with annual fundraising for St. Christopher's School for many years.

In addition to spending time with his wife, Marian, and three boys, he enjoys gardening or working on old homes.

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Lunsford Johnson is registered with the Financial Industry Regulatory Authority (FINRA) to offer services to clients who reside in Arkansas, California, Colorado, Connecticut, Delaware, Florida, Georgia, Indiana, Maryland, Massachusetts, Missouri, New Jersey, New York, North Carolina, Pennsylvania, South Carolina, Tennessee, Virginia, West Virginia, and Wisconsin.

He is licensed to offer insurance and annuity products to residents in Florida, North Carolina, and Virginia.