

*Financial Advisor Profiles Series*

Independent Rep Profiles:  
Learning Best Practices by Profiling Leading Firms

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Develop Appropriate Sales & Marketing Methodologies .....	
Build Necessary People & Technology Support Infrastructure .....	
Define Business Goals & Develop Written Plans .....	

Fee-Based Financial Advisor & Independent Broker/Dealer Reps Best Positioned for Success .....	
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Fee-Based Financial Advisors .....	
Independent Broker/Dealer Reps .....	

### **Benchmarking Categories View**

Target Markets .....	
Products & Services .....	
Sales & Marketing .....	
Human Capital .....	
Technology .....	

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Advanced Equities Financial Corporation (First Allied) Reps .....	
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Mark Chamberlain's Team .....	
Jim Zogby's Team .....	

American International Group (FSC Securities & Advantage Capital) Reps .....	
Armstrong, MacIntyre, & Severns .....	
Ciccarelli Advisory Services .....	

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Meg Green & Associates .....	
Mosely Investment Management .....	
NCA Financial Planners .....	

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Eustice & Hoffman .....	
Oregon Pacific Financial Services .....	
Penniall & Associates .....	

American International Group (Securities America) Reps .....	
Cedar Brook Financial Partners .....	
Dorion-Gray Retirement Planning .....	
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Premier Investment Advisory Services .....	
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Cambridge Investment Research Reps .....	
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Bailey & Beatty Financial Services .....	
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Gitterman & Associates Wealth Management .....	
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MJ Smith & Associates (Mark Smith) .....	
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Stephens & Winton (Sherri Stephens) .....	
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Valliant & Associates (Bruce Valliant) .....	
Waddell Group (Christopher Waddell) .....	
Other Independent Broker/Dealer Reps .....	
Aspire Capital Management .....	
BW & Associates .....	
Client 1st Advisors Team .....	
Gemmer Asset Management .....	
Hanson McClain .....	
Infinity Financial Services .....	
Alan Leist's Team .....	
Life & Wealth Advisors .....	
Lifetime Planning Advisors .....	
Maximum Financial .....	

PF Wealth Management Group.....  
Kim Pinkney's Team .....  
RBP Investment Advisors .....  
Stahl Schmidt Financial Group.....  
Suzy Lawrence & Joe Scanlin's Team .....  
The Money Coaching Institute.....  
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