LPL Financial

November 10, 2017

# LPL Financial Provides Update on Third Quarter 2017 Advisor Recruiting

CHARLOTTE, N.C., Nov. 10, 2017 (GLOBE NEWSWIRE) -- Leading retail investment advisory firm and independent broker/dealer <u>LPL Financial</u> LLC, a wholly owned subsidiary of LPL Financial Holdings Inc. (NASDAQ:LPLA), today provided an update on financial advisors who chose to affiliate with the firm in the third quarter of 2017.

Select new advisors, their approximate respective assets served\* as of a recent date prior to joining LPL, and their (former firm) include:

#### <u>\$100M+</u>

- Douglas Allen, Amarillo, Texas (Wells Fargo Advisors Financial Network LLC)
- Sharon Barton and Jay Spector, Scottsdale, Ariz. (Merrill Lynch, Piece, Fenner & Smith Inc.)
- Bradford Clinard and Ronald Clinard, High Point, N.C. (Wells Fargo Advisors LLC)
- Dean Dipierro and Scott Lopresti, Croton on Hudson, N.Y. (Ameritas Investment Corp.)
- John Dolan, Newark, Del. (Merrill Lynch, Piece, Fenner & Smith Inc.)
- Robert Farmer, Clovis, Calif. (Wells Fargo Advisors LLC)
- Peter Heimerman, Cedar Grove, Wis. (Waddell & Reed Inc.)
- Ronald Scott, Valencia, Calif. (Merrill Lynch, Pierce, Fenner & Smith Inc.)

#### \$50M-\$100M

- Robert Bailey, Sacramento, Calif. (Chase Investment Services Corp.)
- Janet Bird, Tacoma, Wash. (SagePoint Financial Inc.)
- Craig Brooks, Campbell, Calif. (Securities America Inc.)
- James Chiaro, Forty Fort, Pa. (Citizens Investment Services)
- Christopher Davis, Hollidaysburg, Pa. (Cetera Investment Services LLC)
- Eric Devine, Warren, Ohio (The Huntington Investment Company)
- Michael Dieter, Lancaster, Pa. (MetLife Securities Inc.)
- I Ian Dietz, Wayne, N.Y. (Morgan Stanley)
- Christopher Fleegle, Johnstown, Pa. (Cetera Investment Services LLC)
- Todd Homer, Yakima, Wash. (Waddell & Reed Inc.)
- Michael Koerner, Waukesha, Wis. (H. Beck Inc.)
- Jeffrey Lehrer and Karl Schmidtke, Hartford, Wis. (Northland Securities Inc.)
- Gabrielle Lundqvist, Roseville, Calif. (Edward Jones)
- James McGeehin, Columbia, N.J. (PNC Investments)
- Jesse Miller, Amarillo, Texas (Wells Fargo Advisors Financial Network LLC)
- David Peterson, Maple Grove, Minn. (Next Financial Group Inc.)
- Michael Pickett, Sandy, Ore. (Edward Jones)
- Edward Taylor, Camp Hill, Pa. (Santander Investment Securities Inc.)
- Kurt Triebold, Oconomowoc, Wis. (Waddell & Reed Inc.)
- Peter Zagrobelny, Stony Point, N.Y. (Citigroup Global Markets Inc.)

#### <u>\$30M-\$50M</u>

- Eric Bates, Roseville, Calif. (Wells Fargo Advisors LLC)
- Howard Baughman, Tampa, Fla. (INVEST Financial Corp.)
- Douglas Beatty, Pittsburgh (MetLife Securities Inc.)
- Joshua Diamond, Melville, N.Y. (Morgan Stanley)
- Brian Hale and Gary Lamb, Fresno, Calif. (Waddell & Reed Inc.)
- Clint Harris, Bossier City, La. (Merrill Lynch, Pierce, Fenner & Smith Inc.)
- Curran Hart, Oakland, Calif. (Foresters Equity Services Inc.)
- James Hoogasian, Worcester, Mass. (MML Investor Services LLC)
- Dale Huber, St. Charles, Miss. (National Planning Corporation)
- John Joyner and Wesley Martin, Charlotte, N.C. (Merrill Lynch, Pierce, Fenner & Smith Inc.)
- Rodryan Marayag, Playa Vista, Calif. (NFP Securities, Inc.)
- Shaun Marline, Esko, Minn. (Wells Fargo Advisors LLC)
- Scott McGuire, Claremont, N.H. (Next Financial Group Inc.)

- Andrew Merchant, Wichita, Kan. (Fintegra LLC)
- Marcus Mrugala, Mequon, Wis. (Edward Jones)
- Richard Nadeau, Dunedin, Fla. (Allstate Financial Services)
- Nicholas Nielsen, Indian Trail, N.C. (SunTrust Investment Services Inc.)
- Roger Pinto, Huntington, N.Y. (Raymond James Financial Services Inc.)
- Simon Pockrus, Springdale, Ark. (Edward Jones)
- Evan Ross, Valhalla, N.Y. (National Financial Partners)
- Albert Seymour, Clemmons, N.C. (Ameriprise Financial Services Inc.)
- Brandon Simmons, Frisco, Texas (Ameriprise Financial Services Inc.)
- John Terlau, Fort Thomas, Ky. (Ross, Sinclaire & Associates LLC)
- Raymond Vanderwal, Parker, Colo. (Wells Fargo Advisors LLC)
- Robert Veasey, North Kingstown, R.I. (SII Investments Inc.)
- Richard Wilson, Bend, Ore. (Umpqua Investments Inc.)

"We welcome these advisors and their teams to the LPL family," said Bill Morrissey, LPL managing director and divisional president, Business Development. "Their decision to affiliate with LPL is a direct reflection of LPL's value proposition, including our steadfast commitment to independence, the breadth of our offerings, including our advisory platforms, our strong technology offering, scale and self-clearing platform. We look forward to supporting these advisors for optimal success throughout their careers."

\*Each individual advisor(s) asset number was reported by the advisor(s) based on prior business, includes both brokerage and advisory assets, and has not been independently and fully verified by LPL Financial.

The information in this press release is not intended to update or change any of the information, including information about recruiting results, previously publicly disclosed by LPL Financial.

### **Forward-Looking Statements**

Statements in this press release regarding LPL Financial Holdings Inc.'s (together with its subsidiaries, including LPL Financial LLC, the "Company") potential future levels of assets serviced, growth, business strategy, and plans, as well as any other statements that are not related to present facts or current conditions or that are not purely historical, constitute forward-looking statements. These forward-looking statements are based on the Company's historical performance and its plans, estimates and expectations as of Nov. 10, 2017. The words "potential," "anticipates," "intends," "believes," "expects," "may," "plans," "predicts," "will" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Forward-looking statements are not guarantees that the future levels of assets serviced, results, plans, intentions or expectations expressed or implied by the Company will be achieved. Matters subject to forward-looking statements involve known and unknown risks and uncertainties, including economic. legislative, regulatory, competitive and other factors, which may cause levels of assets serviced, actual financial or operating results, levels of activity, or the timing of events, to be materially different than those expressed or implied by forward-looking statements. In particular, the Company can provide no assurance that the assets reported as serviced by its newly recruited financial advisors at their prior firms will translate into assets serviced at LPL. Important factors that could cause or contribute to such differences include: the choice by one or any of the clients of the Company's newly recruited financial advisors mentioned in this press release not to open brokerage and/or advisory accounts at LPL Financial and/or move their respective assets from advisor's prior firm to a new account at LPL Financial: discovery of errors made in the calculation of assets serviced reported by the newly recruited advisor; changes in general economic and financial market conditions, including retail investor sentiment; fluctuations in the value of assets under custody; effects of competition in the financial services industry; and the other factors set forth in Part I, "Item 1A. Risk Factors" in the Company's 2016 Annual Report on Form 10-K and any subsequent SEC filing. Except as required by law, the Company specifically disclaims any obligation to update any forward-looking statements as a result of developments occurring after the date of this press release, even if its estimates change, and you should not rely on those statements as representing the Company's views as of any date subsequent to the date of Nov. 10, 2017.

## About LPL Financial

LPL Financial LLC, a wholly owned subsidiary of LPL Financial Holdings Inc. (NASDAQ:LPLA), is a leader in the retail financial advice market and provided service to approximately \$560 billion in brokerage and advisory assets as of September 30, 2017. LPL is one of the fastest growing RIA custodians and the nation's largest independent broker-dealer (based on total revenues, Financial Planning magazine June 1996-2017), and the firm and its financial advisors were ranked No. 1 in net customer loyalty in a 2016 Cogent Reports<sup>™</sup> study. The Company provides proprietary technology, comprehensive clearing and compliance services, practice management programs and training, and independent research to more than 14,000 financial advisors and over 700 financial institutions, enabling them to provide a range of financial services including wealth management, retirement planning, financial planning and other investment services to help their clients turn life's aspirations into financial realities. As of September 30, 2017, financial advisors associated with LPL served more than 4 million client accounts across the U.S. as well as an estimated 41,000 retirement plans with an estimated \$137 billion in retirement plan assets. Additionally, LPL supports approximately 3,700 financial advisors licensed and affiliated with insurance companies with customized clearing, advisory platforms, and technology solutions. LPL Financial and its affiliates

have more than 3,500 employees with primary offices in Boston, Charlotte, and San Diego. For more information, visit <u>www.lpl.com</u>.

Securities and Advisory Services offered through LPL Financial. A registered investment advisor, Member FINRA/SIPC.

Media Contact: Lauren Hoyt-Williams 980-321-1232 Lauren.Hoyt-Williams@lpl.com

Connect with Us! <u>https://twitter.com/lpl</u> <u>https://www.linkedin.com/company/lpl-financial</u> <u>https://www.facebook.com/LPLFinancialLLC</u> <u>https://www.youtube.com/user/lplfinancialllc</u>