



## LPL Financial Welcomes Retirement & Investment Group

Dec 4, 2018

**CHARLOTTE, N.C. – Dec. 4, 2018 – [LPL Financial LLC](#)**, a leading retail investment advisory firm and independent broker-dealer, today announced that Retirement & Investment Group has joined LPL's broker-dealer and corporate registered investment advisor (RIA) platforms. The firm reported that it served approximately \$200 million of client brokerage and advisory assets\* and joins from Raymond James.

The firm is based in Catonsville, Md., and includes President Tom Quirk CFP® CRPC® and a three-person support team. Quirk built his client base primarily through referrals over the last 24 years. His firm delivers investment and financial planning services to clients in or near retirement, building a distribution plan that can help support their long-term financial needs. Quirk said having time to communicate with clients is core to their approach in order to get a deep understanding of their lifestyle, their hopes and dreams, and their current financial realities. He often uses retirement planning and distribution tools within financial planning software to engage with clients and help them be better positioned to transition and live well in retirement.

Quirk was attracted to LPL Financial's technology so that he could build efficiency into his practice to be able to maximize his time with clients. He also wanted to take advantage of LPL Financial's scale to create cost efficiencies in his practice and to benefit from the choice and flexibility of its independent model to address the needs of the investors he serves.

"I believe LPL's capabilities will allow me to keep operating costs down while also being able to maximize productivity and access resources that will make a difference in the support we provide," Quirk said. "I'm particularly excited about the integration features in ClientWorks. I can automate investment analysis and produce reports, which makes it easier on my end and provides a quality experience for my clients. Those types of opportunities have the potential to add a lot of value to our practice."

Quirk's passion for providing financial advice extends outside of his office. He is an instructor of a pre-retirement class in the state of Maryland. "I love to teach and I have fun doing it. I want to help people prepare for retirement, even if they aren't my clients," he said.

"We welcome Tom and his team to the LPL family," said Rich Steinmeier, LPL Financial managing director and divisional president, Business Development. "We are proud he chose us to be his partner to support his growth. Investing in technology is a key focus for our firm, and we will continue to evolve our offering so that our advisors can increase efficiency, enabling them to spend more time with their clients. We look forward to supporting Tom and his firm's future success."

For more information, visit the Retirements & Investment Group [website](#).

Read about other firms that recently joined LPL in the [News and Media section](#).

### **About LPL Financial**

LPL Financial is a leader in the retail financial advice market and the nation's largest independent broker-dealer\*\*. We serve independent financial advisors and financial institutions, providing them with the technology, research, clearing and compliance services, and practice management programs they need to create and grow thriving practices. LPL enables them to provide objective guidance to millions of American families seeking wealth management, retirement planning, financial planning and asset management solutions.

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

\*Based on prior business and represents assets that would have been custodied at LPL Financial, rather than third-party custodians. Reported assets have not been independently and fully verified by LPL Financial.

\*\*Based on total revenues, *Financial Planning* magazine June 1996-2018

LPL Financial and Retirement & Investment Group are separate entities.