



## Beacon Independent Contractor Network

As organizations are asked to do more with less resources and experienced professionals are at a premium, everyone up and down the line is already working to capacity. When tasked with additional responsibilities or faced with a new project, would your existing team be able to handle the work successfully?

If not, we can help.

The **Beacon Independent Contractor Network (BICN)** is made up of professionals that have held executive, leadership and crucial roles at broker-dealers, clearing and custody firms and solutions providers. These industry experts have proven track records in their specific area of expertise and leverage their intellect and experience to deliver progressive solutions built around client needs.

Have you had the experience of working with consultants and vowed to never do so again? Working with the wrong firms can result in missed deadlines, misunderstandings and completely missed opportunities, at a substantial cost. Let us offer a new paradigm: consultants who know your business as well as you do, and consulting support that focuses on driving results.

### The BICN offers subscribers:

- **The ability to increase your firm's "bench strength" without adding full-time employees**
- **Access to experienced, knowledgeable broker-dealer industry experts**
- **Professionals with strategic and tactical management experience**
- **Industry veterans with a long history of success in their specific capabilities**
- **A cost-effective resource that leverages industry experts for project work and beyond**

We have built solid working relationships with the consultants in our network through more than six years of collaboration on projects for broker-dealers, clearing firms and solution providers, and they have proven expertise in delivering high quality solutions ahead of plan and under budget. They are

### Areas of Expertise

- ▶ Executive leadership
- ▶ Broker-Dealer Operational Efficiencies
- ▶ Field Office Practice Management
- ▶ Compliance Oversight
- ▶ Marketing & Public Relations
- ▶ Advisor Practice Management
- ▶ Integration Expertise
- ▶ Software Development
- ▶ Adoption Strategies
- ▶ Call Center Support
- ▶ Project Management
- ▶ Recruiting Evolution

reliable, they know the business, they impress us on every project we collaborate on; that's why they were chosen to be a part of the BICN.

## Client Feedback on BICN Consultants

### Compliance Oversight

“They have helped us with a wide range of compliance issues and have been amazingly responsive, even getting back to us on Thanksgiving Day to help us prepare for a FINRA audit on the following Monday. Knowing we can turn to this professional for help in understanding these complex compliance issues takes some of the load off our shoulders.”

*Mark and Linda Saunders  
Saunders Retirement Advisors*

### Project Management: Back Office Emphasis

“I give them the highest marks for industry knowledge, systems knowledge, honesty, integrity, professionalism and work ethic. I have been knocking around this industry for 35 years. I practiced law for about 20 years representing broker-dealers and investment advisors in regulatory, compliance and business matters. The highest compliment clients paid me was when they said that, unlike other lawyers, I could speak their business language, understood their systems and business model and thought like a businessman.”

*Terry Lister, President, SVP, CRO  
Waddell & Reed, Inc.*

### Marketing

“The best marketing money I've ever spent.”

*Peter Montoya, President  
Peter Montoya, Inc.*

**If you need skilled professionals with a background in the broker-dealer marketplace that can deliver immediate value, give us a call. The BICN is priced to meet your needs.**

**For more information, contact:**

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