



**ELITE | Consulting Partners**  
*Understanding Your Needs and Delivering Results*



**SAVE THE DATE**  
*Elite Consulting Partners*  
**Advisor Workshop**  
**"Starting or Growing a Successful  
Independent, RIA, or Hybrid Practice"**

Thursday, May 10, 2018  
Sheraton Valley Forge  
King of Prussia, PA



## Meet the Experts and Learn About Industry Trends

This educational and dynamic workshop, led by Elite Consulting Partners President and industry expert Frank LaRosa, brings together leading industry professionals and thought leaders from within the Independent, RIA, and Hybrid space to lead insightful discussions geared at informing financial advisors who are thinking about INDEPENDENCE, RIA, or Hybrid options or already within their chosen model on strategies that will impact their short-term and long-term business success.

## Workshop Agenda and Schedule

### **8:30 - 9:30 Opening Remarks:** **"A Day in the Life of an Independent Advisor"**

### **9:30 - 11:45 Morning Sessions:** **Tech 1 – Using Technology to Better Manage Workflow**

**Speaker:** Craig Cintron, VP Technology Consulting - TD Ameritrade

**Speaker:** Russell Reinhart, Director of Business Development - Wealthcare/Financeware -GDX360

### **Clearing and Custody**

**Speaker:** Kevin Coughlin, VP Institutional Sales - TD Ameritrade

**Speaker:** Austin Philbin, Divisional Director - Dynasty Partners

### **P&L Management – "It's all about NET"**

**Speaker:** Dawn O'Rourke, SVP Branch Development – FSC Securities

**Speaker:** Kevin Coughlin, VP Institutional Sales - TD Ameritrade

### **12:00 - 1:00 Lunch/Multi-Affiliation Firms Panel:**

**Speaker:** Russell Reinhart, Director of Business Development – Wealthcare Partners

**Speaker:** Michael Gill, VP Business Development - United Advisors

**Speaker:** Trevor Yochum, Business Development – Hybrid Solutions, Triad Advisors

### **1:00 - 3:00 Afternoon Sessions:**

### **Tech 2 – Aggregation / Planning Tools**

**Speaker:** Craig Cintron, VP Technology Consulting - TD Ameritrade

**Speaker:** Russell Reinhart, Director of Business Development - Wealthcare/Financeware -GDX360

### **Financing / M&A / Succession Planning**

**Speaker:** Louis Tambaro Esq., Partner Hill Wallack, llp.

**Speaker:** Maggie Wilson, Advisor Succession & Practice Acquisitions - Live Oak Bank

### **Practice Management / Organic Growth Strategies**

**Speaker:** Vanessa Oligino, Director, RIA Practice Management – TD Ameritrade

**Speaker:** Austin Philbin, Divisional Director - Dynasty Partners

Our events are designed to be much more interactive and educational than a traditional seminar or conference,  
**SEATING IS LIMITED...**

**Early Bird  
Registration \$35 Per Guest.**

**[Clicking Here To Reserve  
Your Seat Now!](#)**

For More Information  
About Our Event Contact:

Frank LaRosa  
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Deutsche Bank



Lending More than Capital



**3:15 - 4:30 Keynote Speaker /Closing Remarks**

**Len Reinhart, CEO/Executive Chairman - Wealthcare  
Capital Management**



**Len Reinhart, Executive Chairman & CEO**

Recognized as one of the founders of the separately managed account industry, Len Reinhart brings over three decades of experience and innovation to Wealthcare Partners. Prior to founding Lockwood and serving as Managing Director and member of the Executive Committee of Pershing LLC, Len was President of the Consulting Group of Smith Barney. During his time at Smith Barney and its predecessor, E.F. Hutton, Len was directly responsible for developing programs that introduced institutional-level professional investment management services to the individual investor marketplace.

*If Our Current Location Doesn't Fit Your Schedule, Please Register For a Future Event.*

**Upcoming Roadshow Locations To Include:**

**Cherry Hill, NJ - Short Hills, NJ - New York, NY - Boston, MA  
Atlanta, GA - Dallas, TX - Houston, TX - Miami, FL - Chicago, IL  
San Diego, CA - San Francisco, CA**

If you have an immediate need, and would like to consultant with us on transitioning to an independent Broker-Dealer, RIA, or Hybrid Firm, please [CLICK HERE](#) to request a confidential due-diligence call with one of our consultants.

Visit [www.ercadvisors.com](http://www.ercadvisors.com) for more information about Elite Consulting Partners or contact [franklarosa@ercadvisors.com](mailto:franklarosa@ercadvisors.com) for a confidential discussion.

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