



THE IAA TEAM

FALL 2018 DEPARTMENTS, MEMBERS AND ROLES





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NICOLE GILEWICZ

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Additional Teams:

- Repapering Team
- Tech Support Team



THE EXECUTIVE TEAM

ROBERT RUSSO

Chief Executive Officer



ROBERT ESTABLISHED IAA TO HELP ADVISORS HARNESS THE SYNERGY THAT DRIVES PRACTICE GROWTH THROUGH SHARED RESOURCES, COLLECTIVE INTELLIGENCE, LOWER EXPENSES AND ACCESS TO BUSINESS CONSULTING RESOURCES. HE PROVIDES OVERSIGHT FOR THE ENTIRE FIRM.

STRATEGIC PLANNING & DIRECTION OF FIRM
OVERSIGHT OF IAA STAFF & PROGRAMS

JESSICA SEXTON

Chief Compliance
Officer



JESSICA'S PRIMARY RESPONSIBILITIES ARE TO PROACTIVELY IDENTIFY, EVALUATE, MANAGE AND REPORT ON COMPLIANCE AND ENSURE IAA'S COMPLIANCE WITH OUTSIDE REGULATORY REQUIREMENTS AND INTERNAL POLICIES. SHE ALSO HANDLES HR SERVICES FOR THE FIRM.

COMPLIANCE
HR INQUIRIES

JON REIDENOUER

Chief Operations
Officer



JON'S PRIMARY RESPONSIBILITIES INCLUDE RELATIONSHIP MANAGEMENT, BUSINESS CONSULTING/PRACTICE MANAGEMENT COACHING, SPECIAL PROJECT MANAGEMENT, AND OVERSEEING DAY-TO-DAY OPERATIONS OF THE FIRM.

BUSINESS CONSULTING
RELATIONSHIP MANAGER
ISSUE RESOLUTION & ADVOCACY



THE BUSINESS DEVELOPMENT TEAM

MICHAEL GORDON

Managing Director
Business Development



MIKE'S PRIMARY RESPONSIBILITY IS TO FACILITATE IAA'S GROWTH BY IDENTIFYING QUALIFIED ADVISORS AND WEALTH MANAGEMENT TEAMS WHO CAN BENEFIT FROM THE TURNKEY INFRASTRUCTURE ALREADY IN PLACE AT IAA.

RECRUITING
REFERRALS
ADVISOR PLACEMENT

JORDAN O'DONNELL

Regional Director
Business Development



JORDAN'S PRIMARY RESPONSIBILITY IS WORKING WITH PROSPECTIVE CLIENTS TO EDUCATE AND CONSULT WITH THEM ON THE PLANNING, PROCESS AND REWARDS OF TRANSITIONING THEIR BUSINESS TO A PRIVATE PRACTICE MODEL WITH IAA.

RECRUITING
REFERRALS
ADVISOR PLACEMENT

DEANNA BOSKOVICH

Advisor Experience
Director



DEANNA'S [PRONOUNCED 'DINA'] PRIMARY RESPONSIBILITIES INCLUDE INTERNAL RECRUITING, BLACKBRIDGE FINANCIAL BRANDING AND RELATIONSHIP DEVELOPMENT, ADVISOR SERVICE AND TRAINING.

RECRUITING ASSISTANCE
ADVISOR SERVICE
BLACKBRIDGE FINANCIAL
CONVERSION INTAKE CALLS/PAPERWORK



THE INVESTMENT SOLUTIONS TEAM

CHRIS ZACCARELLI

Chief Investment
Officer



CHRIS' PRIMARY RESPONSIBILITIES ARE DIRECTING INVESTMENT POLICY AND RESEARCH, AND PORTFOLIO MANAGEMENT STRATEGIES. HE APPEARS REGULARLY ON CNBC AND IN SEVERAL PUBLICATIONS INCLUDING BLOOMBERG.

PORTFOLIO MGMT STRATEGIES
RESEARCH
INVESTMENT POLICY

CHRIS FALLIN

Compliance & Portfolio
Analyst



CHRIS' PRIMARY RESPONSIBILITIES INVOLVE THE OVERSIGHT AND MANAGEMENT OF IAA'S FIT SERIES PORTFOLIOS AND TRADING ON MULTIPLE PORTFOLIOS.

FIT SERIES PORTFOLIO
TRADING

ROBERT RUSSO

Chief Executive Officer



ROBERT PROVIDES OVERSIGHT TO THE INVESTMENT SOLUTIONS TEAM, DETERMINES INVESTMENT SOLUTION OPTIONS AND PRESENTS AVAILABLE OPTIONS TO ONBOARDING ADVISORS DURING THE ALLIANCE CALL SERIES.

PROGRAM OVERSIGHT
INSOURCED PORTFOLIO DISCUSSION



THE COMPLIANCE TEAM

JESSICA SEXTON

Chief Compliance
Officer



JESSICA'S PRIMARY RESPONSIBILITIES ARE TO PROACTIVELY IDENTIFY, EVALUATE, MANAGE AND REPORT ON COMPLIANCE AND ENSURE IAA'S COMPLIANCE WITH OUTSIDE REGULATORY REQUIREMENTS AND INTERNAL POLICIES.

COMPLIANCE

CHRIS FALLIN

Compliance & Portfolio
Analyst



AS A SERIES 24 LICENSED TEAM MEMBER, CHRIS PROVIDES COMPLIANCE SUPPORT AND BACK-UP TO JESSICA SEXTON.

COMPLIANCE SUPPORT



THE COMPLIANCE TEAM

PAT RUSSO

Compliance Associate



PAT'S PRIMARY RESPONSIBILITIES ARE TO PROCESS MONTHLY COMPLIANCE FILES, INCLUDING THE TRADE BLOTTER, AND REVIEW NEW ACCOUNT PAPERWORK ON A QUARTERLY BASIS TO CONFIRM COMPLIANCE WITH INDUSTRY REGULATIONS.

MONTHLY COMPLIANCE FILES

JEN DAVIS

Compliance Analyst



AS A SERIES 24 LICENSED TEAM MEMBER, CHRIS PROVIDES COMPLIANCE SUPPORT AND BACK-UP TO JESSICA SEXTON.

COMPLIANCE SUPPORT



THE TRANSITIONS TEAM

KENNY HALL

Onboarding & Compensation
Manager



KENNY'S PRIMARY RESPONSIBILITIES ARE TO GUIDE FINANCIAL ADVISORS AT OUTSIDE FIRMS THROUGH THEIR TRANSITION TO IAA AND LPL FINANCIAL, ASSIST ADVISORS WHO ARE GOING HYBRID WITH IAA WITH THEIR CONVERSION, AND ACT AS THE COMPENSATION MANAGER.

TRANSITIONS / CONVERSIONS
REPAPERING COACH
COMPENSATION

HOLLY CURTIS

Director of
Communications



HOLLY CONDUCTS THE INTAKE INTERVIEW FOR ALL ONBOARDING ADVISORS AND SUPPORT STAFF MEMBERS AND PREPARES THE REQUIRED IAA AND LPL ONBOARDING FORMS. FOR KENNY.

TRANSITIONING AND NEW ADVISOR/STAFF
INTAKE INTERVIEWS
ONBOARDING FORM PREP
IAA ESTABLISHMENT

CHRIS FALLIN

Compliance & Portfolio
Analyst



CHRIS PROVIDES BACK-OFFICE REPAPERING MANAGEMENT AND SUPPORT.

DATA UPLOAD
REPAPERING SCHEDULE MANAGEMENT



THE COMMUNICATIONS TEAM

HOLLY CURTIS

Director of
Communications



HOLLY'S PRIMARY RESPONSIBILITIES INCLUDE COMMUNICATIONS AND MARKETING, WEBSITE DEVELOPMENT AND MAINTENANCE, EVENT PLANNING AND MANAGEMENT, ONBOARDING ASSISTANCE AND IAA ESTABLISHMENT. HOLLY PROVIDES OVERSIGHT TO THE ADVISOR SERVICE TEAM.

COMMUNICATIONS
WEBSITE DESIGN & MAINTENANCE / PORTAL
EVENTS / CONFERENCE PLANNER

DANA RYAN

Media Relations



DANA'S PRIMARY RESPONSIBILITIES ARE MEDIA AND PUBLIC RELATIONS.

IAA PUBLIC RELATIONS
MEDIA RELATIONS



THE ADVISOR SERVICE TEAM

DEANNA BOSKOVICH

Advisor Experience
Director



DEANNA'S [PRONOUNCED 'DINA'] PRIMARY RESPONSIBILITIES INCLUDE INTERNAL RECRUITING, BLACKBRIDGE FINANCIAL BRANDING AND RELATIONSHIP DEVELOPMENT, ADVISOR SERVICE AND TRAINING.

RECRUITING ASSISTANCE & EVENTS
ADVISOR SERVICE
BLACKBRIDGE FINANCIAL

DIAMOND POLLARD

Advisor Service
Associate



DIAMOND'S PRIMARY RESPONSIBILITIES INCLUDE DAY-TO-DAY OFFICE ASSISTANCE, REPAPERING ASSISTANCE, THE VIRTUAL ADMIN PROGRAM, AND TECHNOLOGY TRAINING. SHE IS ALSO IAA'S SALESFORCE ADMINISTRATOR.

TECH TRAINING
VIRTUAL ADMIN COORDINATOR
INTERNAL OFFICE ASSISTANCE

TINA VONCANON

Advisor Service
Associate



TINA'S PRIMARY RESPONSIBILITIES INCLUDE ADVISOR/TEAM SERVICE, TRAINING, REPAPERING, VIRTUAL ADMIN ASSISTANCE, REDTAIL WORKFLOW DEVELOPMENT, AND INTERNAL SERVICE REQUESTS.

ADVISOR/TEAM SERVICE
REPAPERING & VIRTUAL ADMIN
TRAINING
NEW ADVISOR 'SERVICE & PREP' ALLIANCE CALL