

Case Study

FINANCIAL PROFESSIONALS DESCRIBE HOW THEY
ARE **EMPOWERED** BY CONCORDE.



The Concorde Difference

THE RIGHT BALANCE

Concorde was founded with a clear vision: to be the premier financial services firm for financial professionals. We support the entrepreneurial mindset of those who want the freedom to build their business on their terms. We recognize that true success comes from having the right balance of independence, support and opportunity – and that's exactly what we provide.

At Concorde, we empower financial professionals by offering the flexibility they need to grow, backed by a foundation of robust resources and unwavering support. Our commitment extends beyond just providing access to a wide range of products; we offer hands-on operational assistance, executive-level guidance and a collaborative environment that fosters long-term success. Whether you want to scale your practice, expand your offerings or simply work in a firm that values your independence, Concorde gives you the tools and autonomy to make it happen.

Simply put, Concorde is built to fill the gaps that so many financial professionals experience with their current firms. Here, you would not be just another advisor—you would be a valued partner in a firm that champions your success.

Is Concorde the right financial services firm for you? Keep reading to hear firsthand from some of our exceptional professionals about why they chose Concorde – and, most importantly, why they stay.



Jeffrey Bangerter

PRESIDENT, BANGERTER FINANCIAL SERVICES

What led you to Concorde?

I had dealt with broker-dealers that were too restrictive in the past, and I haven't had that frustration since joining Concorde.

A specific incident that stands out is that I had written a book about 1031 exchanges entitled "Are You Tired of Tenants, Toilets and Trash?" and had invested a considerable amount of time and money to get it finished. The broker-dealer I was working with at the time told me I needed to get legal approval before getting it published. So, I went through the process of getting legal approval and – lo and behold – they told me I couldn't publish it anyway.

It was a very frustrating experience. I didn't want to run a business where I was forced to stay inside the box. Then, I began asking different sponsors about which firms they liked working with, and the same name kept coming up: Concorde.

What sets Concorde apart from other broker-dealers?

Freedom and a higher level of due diligence on the products they offer are the two things that immediately come to mind.

Freedom to operate my business the way that I want, without the undue restrictions on the things that I need, is very important. Concorde provides that.

Additionally, I believe Concorde's due diligence on financial products is head and shoulders above most other firms. Concorde is looked to as one of the real due diligence leaders throughout the industry.

How has working with Concorde improved your business?

Since I've started working with Concorde, I've been able to grow Bangerter Financial Services to the point that we're only working with accredited investors today.

What kind of financial professional is a good fit for Concorde?

Concorde is great if you're an independent-minded professional who is focused on growth and wants to raise your ceiling in terms of how big your business can get. Especially if you're interested in focusing on alternative investments.



CONCORDE'S DUE DILIGENCE ON FINANCIAL PRODUCTS IS HEAD AND SHOULDERS ABOVE MOST OTHER FIRMS.



Robin Edgar

OWNER & WEALTH STRATEGIST, WEALTH PROGRESSION GROUP



CONCORDE IS THE BEST FIRM I'VE WORKED WITH IN MY 30+ YEARS IN THE INDUSTRY...

What led you to Concorde?

Previous broker-dealers that I was with were not very accommodating. They also didn't look at its representatives as individuals, and they weren't interested in working with us to find ways to offer the products we wanted to offer our clients. Everyone was squeezed into the same box in terms of product selection with no personalization and no exceptions.

I eventually started asking representatives who they liked working with and who they thought had good products. Everyone had good things to say about Concorde.

What sets Concorde apart from other broker-dealers?

The biggest thing – and most advisors probably don't even think of it this way – is that they allow you to be visionary. And that's what your clients really need. Concorde gives you the support and insight necessary to create a plan for your clients not just based on what's happening now, but what might happen in the future, what's coming around the corner. They have invaluable resources and they're always available to you as a rep, which is a rarity in this industry.

How has working with Concorde improved your business?

Concorde is the best firm I've worked with in my 30+ years in the industry in terms of building relationships with reps over time. There are a number of incredibly smart, experienced and insightful people in the home office. Having access to a group like that gives me the confidence and insight I need to offer the best financial pathway for my clients.

What kind of financial professional is a good fit for Concorde?

Concorde is great if you have an entrepreneurial mindset, and you're interested in being that visionary financial advisor that your clients need. It would be an excellent fit if you're more proactive than reactive.

Concorde is also great if you're looking for offerings that keep your client portfolios diversified. It's also important that you can fit into a team atmosphere. While Concorde allows – and even expects – you to be very independent in terms of running your business, it's also very much a team-oriented firm.



Erik Scaff

FOUNDER & MANAGING DIRECTOR, SEQUENT REAL ESTATE AND WEALTH MANAGEMENT

What led you to Concorde?

I was working with another broker-dealer when the Great Recession hit back in 2008, and my broker-dealer at the time had to close its doors. So, I started asking around and was turned onto Concorde by an industry contact.

After interviewing with a few different firms, I ended up choosing Concorde in part because they were the only firm with deep expertise in 1031 exchanges, which are a major focus for my business.

What sets Concorde apart from other broker-dealers?

The integrity of the executive team is a big differentiator. They always strive to do the right thing. It's also a very familial culture here. There's a great balance between competitiveness and camaraderie. As a competitive person, of course you always want to one-up your colleagues, but when someone succeeds it's very supportive and congratulating.

The management team also creates a great balance in terms of being accessible and open to communication, but never micro-managing. They're available if you ever need to talk with them, but otherwise they really leave you alone to do your job.

How has working with Concorde improved your business?

Concorde has improved my business by providing a great platform to be successful.

If you're a financial professional, and especially if you're focused on selling alternatives, Concorde gives you everything you need in terms of resources to help you reach your goals, and they let you do your thing.

What kind of financial professional is a good fit for Concorde?

You should be independent and trustworthy. Those two things are really important with Concorde. Also, it's a great fit if you're looking for somewhere that you can stay for a long time and not have to worry that you're going to outgrow the firm.

“CONCORDE GIVES YOU EVERYTHING YOU NEED IN TERMS OF RESOURCES TO HELP YOU REACH YOUR GOALS, AND THEY LET YOU DO YOUR THING.”



About Concorde

Concorde is a nationally recognized, full-service broker-dealer and SEC-Registered Investment Advisor (RIA) and insurance firm committed to supporting financial professionals and their clients. Through a thoughtfully integrated ecosystem of investment, advisory and insurance solutions, the firm provides the tools and expertise needed to help reach financial goals and objectives.

Founded by entrepreneurs, the Concorde team is proud to serve a company made up of like-minded individuals driven by passion, purpose and a shared commitment to excellence. With a personalized approach, the firm offers a high-caliber experience tailored to each advisor's and client's unique goals. Concorde's integrated broker-dealer and wealth management platforms are designed to maximize potential, providing customized support and forward-looking resources that allow financial professionals unlock their full potential.

CONTACT US TODAY TO JOIN OUR TEAM:

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This is for informational purposes only. These testimonials may not be representative of the experience of other professionals. Past performance does not guarantee or indicate the likelihood of future results. These professionals were not compensated for their testimonials.

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**AT CONCORDE, WE EXIST TO EMPOWER
FINANCIAL PROFESSIONALS.**