

The Concorde Difference

**WHAT SETS US APART,
SETS YOU AHEAD.**

Learn about our unique approach to
empowering financial professionals
through partnership and purpose.

Concorde 

Letter

FROM THE DESK OF THE BOARD OF DIRECTORS

As the Board of Directors, we are exceptionally confident in the direction of Concorde, driven by the dedication and expertise of our leadership and team.

We are proud of the remarkable people behind this firm. Concorde is led by an outstanding chief executive officer whose dedication and vision continue to move the company forward in powerful ways. The executive leadership fosters a culture that is supportive, collaborative and respectful. This firm is built on the expertise of professionals who are not only leaders in their fields, but who genuinely care about our financial professionals and their clients.

As a Board, we are thoroughly invested in the success of Concorde. Our involvement goes beyond strategic oversight; we maintain an active presence with the home office team, our representatives and our strategic partners. We believe that being engaged, accessible and communicative is essential to fostering a positive culture, and we are committed to supporting the team at every level. As entrepreneurs, we understand the challenges and rewards of building something meaningful. That's why we are especially proud to serve a company made up of like-minded individuals driven by passion, purpose and a shared commitment to excellence.

We also remain steadfast in our commitment to driving innovation and growth through strategic investments in cutting-edge technology, top-tier talent and operational enhancements. Concorde's long-term success depends on continually strengthening our capabilities, and we are focused on ensuring that we remain a leader in our industry.

Our representatives play a pivotal role in the strength of the firm. They are selected not only for their expertise and qualifications, but also for their alignment with the values and culture that define Concorde. Their intelligence, professionalism and commitment to delivering the highest standards of service reflect the caliber of individuals that make up our organization.

Lastly, we extend our sincere gratitude to our incredible sponsors and strategic partners, who help turn our vision into action. We're grateful for their role they play in our collective success.

We are deeply proud of the determination, skill and care demonstrated by every member of the Concorde team. We look forward to continuing to work together to achieve excellence and to serve with integrity and dedication.

Sincerely,



Marc Rollins & Michael Rollins
Concorde Holdings, LLC Board of Directors



Empowering Financial Professionals

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 to unlock their full potential.



Concorde delivers a white-glove service experience rooted in a familial culture where every representative is treated like part of the team. Our people are our greatest asset – seasoned professionals and specialists who bring passion and purpose to their roles. At the heart of everything we do is our mission: to empower financial professionals. Each member of the Concorde team is dedicated to carrying out that mission every single day. Leadership at Concorde is hands-on and deeply committed, ensuring that every decision is made with the representative's best interest in mind. The positive culture we foster promotes collaboration, transparency and a shared commitment to excellence across the organization.

- DANIELLE DELONGCHAMP
CONCORDE PRESIDENT & CHIEF EXECUTIVE OFFICER





Comprehensive Solutions Through Strategic Integration

Recognizing that investors often require a diverse range of financial solutions, we have established an integrated ecosystem of specialized business entities:

CONCORDE INVESTMENT SERVICES

As an independent broker-dealer with a boutique approach, Concorde Investment Services delivers flexible service models tailored to suit unique business requirements. While we specialize in alternative investments, we also offer a comprehensive suite of broker-dealer investment products.

CONCORDE ASSET MANAGEMENT

Our full-service registered investment advisor (RIA) provides robust support through a dedicated team, advanced practice management and financial planning tools, access to third-party asset managers and sub-advisors, and a wide array of portfolio management resources.

CONCORDE INSURANCE AGENCY

Through our strategic partnership with Alpine Brokerage Services, Concorde Insurance Agency offers national coverage and access to over 100 insurance carriers. We also provide personalized concept training and point-of-sale support to enhance your client engagement capabilities.



Building Trust Through Core Values

WE CARE

We lead with empathy, respect and genuine care. Whether it's business or personal, we take time to understand people's needs, show patience and follow through with intention. By being proactive, thoughtful and attentive, we build trust through consistent, human-centered support. We don't just work with people; we care about them.

DELIVER AN AMAZING EXPERIENCE

We provide honest, proactive and personalized service. By setting clear expectations, responding quickly and offering thoughtful solutions, we make every interaction smooth and impactful – aiming to get it right the first time.

MAXIMIZE POTENTIAL

We empower financial professionals to grow through innovative tools, practical training and transparent guidance. By addressing challenges head-on, we deliver solutions that unlock the full potential of representatives and their clients.

NURTURE LONG-TERM RELATIONSHIPS

We build lasting partnerships by knowing our representatives well, listening actively and delivering meaningful, personalized support. Through consistency and care, we turn every interaction into a relationship built on trust.

ENCOURAGE FORWARD THINKING

We listen to financial professionals, embrace innovation and deliver solutions that evolve with their needs. Through collaboration and long-term thinking, we help businesses grow with confidence.





“CONCORDE’S DUE DILIGENCE ON FINANCIAL PRODUCTS IS HEAD AND SHOULDERS ABOVE OTHER FIRMS.

-JEFFREY BANGERTER

REGISTERED CONCORDE REPRESENTATIVE SINCE 2013

Due Diligence

COMPREHENSIVE, INVESTOR-FOCUSED DUE DILIGENCE

Concorde’s due diligence process is built on decades of industry experience and a deep understanding of market cycles, product structures, and investor needs. Our experienced team evaluates a broad range of investment opportunities with strategic insight and a commitment to quality, suitability and long-term value.

We maintain strong relationships with product sponsors and industry partners, giving us access to emerging opportunities and enhancing our ability to assess offerings with depth and perspective. Every product we approve is reviewed through a rigorous, advisor- and investor-first lens.

Transparency and communication are central to our process. We provide financial professionals with clear insights and open access to our evaluations, empowering them to make well-informed, client-focused decisions.

At Concorde, due diligence is more than a compliance function – it’s a strategic service designed to support advisors in fostering trust and helping clients pursue their financial goals with confidence.



Scalable Support & Integrated Technology

Concorde offers a modern, representative-centric infrastructure designed to support financial professionals at every stage of their business journey. Our platform combines hands-on operational support with advanced technology tools – creating a streamlined, scalable experience that helps financial professionals operate more efficiently and serve clients more effectively.

TAILORED SUPPORT

Every financial professional's practice is unique, and our support model reflects that. Whether a practice is in growth mode, transitioning or optimizing operations, Concorde delivers responsive, relationship-driven service. With a 3:1 home office to representative ratio, our structure ensures that every advisor receives focused attention and meaningful support. Dedicated teams provide personalized guidance across onboarding, compliance, business development, operations and client service – ensuring consistent, high-quality support tailored to the needs of each financial professional.



SEAMLESS TECHNOLOGY INTEGRATION

Technology at Concorde is more than just tools – it's an integrated part of the financial professional experience. Our platform includes access to leading custodians, streamlined account management systems and powerful reporting capabilities. From paperless workflows to data security and digital communication, our solutions are designed to minimize friction and enhance relationships.

Concorde's commitment to technology is reflected in our unique FLITE (Forward Looking Integrated Technology Enhancements) Platform. FLITE is a powerful solution comprised of a simplified, all-in-one platform to conduct and process business. Concorde's FLITE technology solutions include:

- Alternative Investment STP
- Annuity Research
- Automated advisory billing
- Brokerage Services
- Commission system w/reporting analytics
- Compliance Technologies
- CRM
- Data Aggregation
- Digital Signature
- Due Diligence Tools
- DST Portfolio Construction & Sales Tool
- Electronic Books & Records
- Financial Planning Tools & Payment System
- M365 Suite & Cyber Security Toolkit



SCALABILITY WITHOUT COMPROMISE

Concorde's infrastructure is built to grow with the needs of financial professionals. Whether scaling a solo practice or managing a larger multi-advisor team, our support model and technology solutions are structured to evolve – without sacrificing flexibility, independence or personalized service.



Compliance Support that Works With You

Our approach to compliance is rooted in partnership, not policing. At Concorde, we believe compliance should empower – not inhibit – growth. Our seasoned managers bring a wealth of industry knowledge and are dedicated to working with representatives to navigate regulations effectively and confidently. We continue to evolve by welcoming new talent and ideas into our compliance team, ensuring we stay forward-thinking and adaptive in a changing regulatory landscape.

Dedicated Finance & Accounting Team

Concorde's in-house finance and accounting team offers dedicated, responsive support to our representatives. With over 50 years of combined experience, our accounting professionals bring both precision and a deep understanding of the financial professional's business needs. Detail-oriented and service-driven, the team ensures timely and accurate support, allowing representatives to focus on what matters most – serving their clients.



What I appreciate most about being with Concorde is the freedom they give me to run my business my way – they encourage entrepreneurship and creativity, not control. Compliance at Concorde is practical and collaborative. Concorde takes it seriously, but they also listen and work with you.

One thing I've learned over the years is that I only want to work with people who are committed to growth—and that includes leadership teams. At Concorde, the home office team is constantly learning, developing and investing in their own leadership. That really matters to me. Concorde's commitment to team development shows they're not just focused on today—they're focused on the future, and on empowering advisors at every stage of their journey.

- JAMIE FURLONG

REGISTERED CONCORDE REPRESENTATIVE SINCE 2019



AT CONCORDE, WE EXIST TO
EMPOWER FINANCIAL PROFESSIONALS.



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Headquartered in Michigan, Concorde Holdings, Inc. is the parent company of Concorde Investment Services, Concorde Asset Management and Concorde Insurance Agency. The firm serves clients across all 50 states with a clear focus on long-term partnership and purposeful progress.

Securities offered through Concorde Investment Services, LLC, member FINRA/SIPC. Advisor services offered through Concorde Asset Management, LLC, an SEC-registered investment advisor. Insurance offered through Concorde Insurance Agency, Inc.