

National accounts



Michael Brady, CIMA®
*Managing Director -
RIA Channel*

With over 15 years of industry experience, Mike manages several of the firm's largest advisory clients. He has held a variety of sales and operations positions at Brinker Capital, most recently he was the regional

director for the Southeast territory covering NC, SC, AL, MS, and GA. Mike was previously responsible for managing the internal sales desk where he played a key role in developing and maintaining relationships with financial advisors. Prior to working at Brinker Capital, Mike worked with a client service team at Plymouth Rock Assurance Corporation in Boston, MA. Mike is a graduate of West Virginia University with a B.A. in Economics. He holds FINRA series 7 and 66 licenses. He is a member of the Investment Management Consultants Association and was awarded its Certified Investment Management Analyst (CIMA®) designation in 2007. In 2010, Mike also received the Lean Six Sigma certification through Villanova University. Outside of the office, he enjoys playing sports, traveling, and spending time with his family.



Jim Dooling
*Director of National
Accounts*

With 25 years of industry and sales experience, Jim joined Brinker Capital in 2005 and is responsible for managing relationships with broker dealer partners. Prior to his current role, Jim was the Investment Services relationship

manager working with firms who engage with Brinker Capital via the Envestnet platform. Prior to that, Jim was responsible for new business development and client service in Brinker Capital's Southwest sales territory. Previously he worked as a registered

stockbroker at F.N. Wolf & Co., Inc. from 1991 to 1994 and was at American Business Financial Service Inc. from 1994 until 2005 where he was responsible for raising capital through corporate debt offerings. Jim is a graduate of Penn State University with a B.S. in Public Service. He enjoys spending time with his wife and three children as well as playing golf. For the past eleven years, Jim has been a volunteer baseball coach in his local community.



John Forrest, CRPC®
*Managing Director of National
Accounts*

John brings 32 years of sales management, business development and relationship management experience to his role. He was one of the founders of MML Investors Services, the broker dealer subsidiary of the Mass Mutual

Financial Group and was the national sales director. In 2001 he was promoted to senior vice president on the national account team at Oppenheimer Funds. In that capacity, he was responsible for a number of the firm's largest and most profitable relationships. John also served as the director of sales and business development for the broker dealers of the Lincoln Financial Network and Symetra Investment Services. A graduate of Slippery Rock University, he holds a B.A. in Social and Behavioral Science and a Master's Degree in Education. He holds FINRA series 7, 66 and 24 licenses. An active sportsman, he enjoys skiing, cycling, squash and golf.

National accounts (continued)



Jean Hempel, CIMA®
Senior Vice President, Managing Director of National Accounts

With over 19 years of industry experience, Jean is responsible for the execution of the firm's business development and relationship management strategies for key broker dealer clients. She is also responsible for

the ongoing relationship management for key platform providers using Brinker Capital's investment strategies. Jean worked as a sales associate covering metropolitan New York and New Jersey. Prior to joining Brinker Capital, Jean was employed by Panasonic in the Corporate Communications Department and served as a writer for WWOR-TV Channel 9 News in New York and as a writer/producer for ABC affiliate KTNV-TV Channel 13 News. Jean holds FINRA series 7 and 66 licenses and a B.A. from New Jersey City University. She is a member of the Investment Management Consultant Association and was awarded its Certified Investment Management Analyst (CIMA®) designation in 2008. She is also a member of the Women in Insurance & Financial Services national and Philadelphia/Tri-County Pennsylvania Chapters. Jean enjoys running marathons, reading, and spending time with her family.



Roddy P. Marino, CIMA®
Executive Vice President, National Accounts and Distribution

Roddy has over 20 years of sales experience and an extensive background of building successful distribution channels. As executive vice president, Roddy is responsible for distribution and positioning of Brinker Capital's products and services with the firm's strategic business partners. Prior to joining Brinker Capital, Roddy was the managing director and head of advisory sales at Allianz Global Investors. He was responsible for all aspects of distribution within the wirehouse, independent broker dealer and RIA channels. He also held sales leader-

ship positions at Chartwell Investment Partners and Turner Investment Partners. Roddy earned a B.S. in Economics from the University of Virginia. He is a member of the Investment Management Consultants Association and was awarded its Certified Investment Management Analyst (CIMA®) designation and is FINRA series 7, 24, 63 and 65 licensed.



Frank J. Pizzichillo, AIF®
RIA Regional Director

With 19 years of sales and business development experience in the advisor industry, Frank is responsible for product distribution and deployment strategy to fee-based independent RIAs. He is an Accredited Investment Fiduciary (AIF). Prior to joining Brinker Capital, Frank was RIA regional director at Genworth Financial. Most notably, he worked as the director of business development for MarketCounsel, a leading business and regulatory consultant to investment advisors where he oversaw distribution efforts that landed MarketCounsel on the Inc. 5000 list of fastest growing private companies five years in a row. Frank also has extensive knowledge of advisor custodians from his previous roles in institutional sales with TD Ameritrade (Waterhouse Securities) and Fidelity Investments. Frank received a B.S. in History from Montclair State University and is FINRA series 6, 63, and 65 licensed. Outside of the office Frank enjoys spending time camping and hiking with his two sons Frankie and Kyle and also coaches youth baseball and basketball.

Regional sales directors



Michael F. Frascone, CIMA®
Vice President, Regional Director

Michael is responsible for new business development and client service in the metro New York area. Prior to covering metro New York, Michael spent 10 years as regional director in the Midwest. His previous roles at

Brinker Capital include internal investment consultant, covering metro New York and New Jersey, and investment strategy analyst, responsible for designing investment strategies and preparing customized proposals for clients. Michael was previously employed by New England Securities as a registered representative. He holds FINRA series 6, 7, and 66 licenses. In addition, he is a member of the Investment Management Consultants Association and was awarded its Certified Investment Management Analyst (CIMA®) designation in 2004. Michael is a graduate of the Pennsylvania State University, with over 18 years of experience in the investment industry.



David A. Ix
Senior Vice President, Regional Director

David is responsible for new business development and client service in Pennsylvania and New Jersey. Previously as director of operations, he oversaw the firm's trading and account administration, as well as the operational

development of Brinker Capital's mutual fund programs. Prior to joining the company, David was with The Boston Safe Deposit & Trust Company, where he played a key role in designing the firm's foreign currency and custody operations. He has 26 years of industry experience and holds FINRA series 7, 63, and 65 licenses. David is a cum laude graduate of Boston College. He enjoys participating in his children's activities as well as golfing, skiing and music.



Edward Kelly, AIF®
Executive Vice President of National Sales

Ed joined Brinker Capital in 2012 and currently serves as executive vice president of national sales. In his role, Ed oversees all sales functions that support the insurance-based, bank and independent broker dealer

channels. Ed is a member of Brinker Capital's operating committee and brings over 20 years of expertise in the financial services industry to the team. Prior to joining Brinker Capital, Ed served as senior regional consultant for Genworth Wealth Management, as well as vice president of sales for Atlantic Trust. He also held positions at Nationwide and Curian Capital. He holds FINRA series 7, 63, and 66 licenses and is a graduate of Villanova University. He is also an Accredited Investment Fiduciary (AIF). He enjoys golfing, basketball and spending time with his wife, Jody, and two children, Sophia, and Ed.



Ryan LeStrange
Regional Director

Ryan is responsible for new business development and client service in the Midwest. Ryan has nearly 10 years of experience in the financial services industry. Prior to accepting the role of regional director, Ryan spent time in Brinker Capital's Operations

and Service Group and was the internal investment consultant for the Southeast territory. His career before Brinker Capital consisted of time at Fidelity Investments and as a regional director with Coventry, an alternative investment firm. A graduate of Saint Joseph's University in Philadelphia, he currently holds his FINRA series 7 and 66 licenses and is pursuing the CFA designation. Ryan is an avid golfer and as a native of Massachusetts, he roots ardently for the Red Sox and loves spending time with his wife Sarah and their dog Ernie.

Regional sales directors (continued)



Dan McGovern, CIMA®
Vice President, Regional Director

Dan has been with Brinker Capital for over 16 years and has 19 years of industry experience. Dan is responsible for new business development and client service in Texas, Oklahoma, Arkansas, Louisiana and New Mexico. He also helped pioneer Brinker

Capital's development on the West Coast. Prior to becoming regional director, Dan was an internal investment consultant, covering the Western region of the country. He also worked in Brinker Capital's advisor services group and operations department. Prior to joining Brinker Capital, Dan was employed by The Vanguard Group as a registered representative. He holds FINRA series 7, 63 and 65 licenses. In addition, he is a member of the Investment Management Consultants Association and was awarded its Certified Investment Management Analyst (CIMA®) designation in 2006. He is a graduate of Ursinus College with a B.A. in Economics. He enjoys golfing, mountain biking and spending time with his wife, Rose, and their two daughters.



Thomas McNeil, MBA, CIMA®
Regional Director

With over 10 years of investment experience, Tom is responsible for new business development and client service in the Mid-Atlantic region. Prior to this role, Tom spent time as a regional director on Brinker Capital's Wealth Advisory

team, and as the investment consultant covering the Mid-Atlantic region. Prior to joining Brinker Capital, Tom served as a regional director for Pacer Financial. Tom holds FINRA series 7 and 66 licenses. He is also a member of the Investment Management Consultants Association and was awarded its Certified Investment Management Analyst (CIMA®) designation in 2014. Tom has a B.S. in Mathematics from the University of Glasgow, Scotland and M.B.A. from Franklin Pierce University. Outside of the office Tom enjoys soccer, running, and spending time with his family.



Mitchell J. Mellen
Regional Director

With over 26 years of investment experience, Mitch is responsible for new business development and client service in Indiana, Kentucky, Michigan and Ohio. Over his career, Mitch has held numerous executive positions in the financial services industry

including president of distribution at ING, director of sales for Strong Capital Management and national sales manager at Mainstay Funds. Mitch is a graduate of the University of Wisconsin at Madison with a degree in Psychology with an emphasis in Economics. Mitch holds FINRA series 7, 24, 63, 65, 66, and 201 licenses. Mitch has four children and is an avid sports fan, golfer, skier and outdoorsman.



Glenda A. Pemble
Vice President, Regional Director

With over 25 years of investment experience, Glenda manages new business development and client service in the Rocky Mountain region and Northwest. Prior to joining Brinker Capital, Glenda was senior vice president

at Mount Yale Capital Group, in charge of sales and servicing the firm's key advisory relationships. She worked several years with Ernst and Young, in charge of the Chicago area investment consulting practice. At Ernst and Young, she was a member of the national investment committee. Previously, Glenda held sales and service positions at several financial planning firms, working with corporate clients such as Hewlett Packard, John Deere, State Farm Insurance and McDonald's Corporation. Glenda is a graduate of the University of Wisconsin. She holds FINRA series 7 and 66 licenses. In addition, she is a member of the Financial Planning Association. Glenda enjoys traveling, golfing, biking, skiing, and hiking.

Regional sales directors (continued)



Tom Rieman
Regional Director

With over three decades of investment experience, Tom manages new business development and client service in Alabama, Florida, Georgia, Mississippi and Puerto Rico. Over his career, Tom has held numerous executive positions in the financial services industry including vice president of learning and development at J.P. Morgan Funds Management. He was the founder of Impact Training and Consulting, with long-term clients that included Prudential, MetLife and Manulife Financial. He was a lead trainer with The Fusion Group and assistant district manager with The Equitable. Tom is the author of, *Bridging the Value Gap: A Financial Advisor's Guide to Being a True Advisor*, as well as an active publisher of industry articles and a keynote speaker at conferences. Tom holds a M.S. in Organizational Learning from George Mason University and a B.A. in Marketing from Florida Atlantic University. He holds FINRA series 63, 65, and 7 licenses.



Jason M. Shevland, CIMA®
Vice President, Regional Director

Jason is responsible for new business development and client service in New England and upstate New York and is also a member of the investment services advisory board. He has nearly 20 years of industry experience, including a year of service at The Vanguard Group prior to joining Brinker Capital as an investment strategist. Jason became the regional director in Pennsylvania and New Jersey in 2000 and transitioned into the New England territory in 2003. Jason holds FINRA series 6, 7, and 66 licenses. He is a member of the Investment Management Consultants Association and was awarded its Certified Investment Management Analyst (CIMA®) designation in 2003. He is also a member of the Financial Planning Association of Massachusetts. Jason is a cum laude graduate of Boston College with a B.A. in Psychology and Pre-Med concentration. He is an active member of the BC Club

and enjoys golfing, skiing and spending time with his wife, Robin, and daughters, Maggie and Alex.



Greg F. Verfallie
Managing Director

Greg has nearly 30 years of proven experience in sales, marketing and sales management. Greg is responsible for new business development in Northern California, Oregon, Washington and Alaska. In addition to his sales responsibilities, Greg provides value-added sales support, training and effective advisor relationship programs through his leadership role in The Center for Outcomes, an innovative Brinker Capital advisor educational forum designed to help financial professionals grow their business. Prior to joining Brinker Capital, Greg was the senior vice president and national sales manager for Curian Capital, LLC. He was responsible for the strategic leadership and management of Curian's national distribution sales team. Greg holds a B.A. in Communications from the University of Washington.

Retirement plan services



Paul J. Cook, AIF®
*Vice President, Retirement
Plan Services Regional
Director*

Paul is responsible for new business development and client service for the retirement plan services division. He has over 18 years of experience in the financial services industry. Prior to joining Brinker Capital, Paul served as the vice president of retirement services for the USI Consulting Group, where he was responsible for developing business strategies for acquiring new clients. Paul has also held sales positions at Stancorp Equities, Inc. and SEI Investments. He holds FINRA series 7, 63 and 65 licenses. He is also an Accredited Investment Fiduciary (AIF). Paul is a graduate of the Pennsylvania State University. He enjoys golfing, biking, and spending time with his two sons, Cameron and Gavin.



Bradley T. Weber
*Retirement Plan Services
Regional Director*

With seven years of industry experience, Brad is responsible for new business development and client services for the retirement plan services division. He works closely with financial advisors and plan sponsors to identify and grow Brinker Capital's retirement plan business. He consults with plan advisors and sponsors around plan design, plan costs, plan education, record keeping and administration. Prior to joining Brinker Capital, Brad spent seven years at Automatic Data Processing in various roles including payroll services district manager, retirement services district manager, and major account retirement services district manager. Brad earned his B.S. in Marketing from Arizona State University and is also FINRA series 6, 7, 63 and 65 licensed. He enjoys spending time with his family as well as participating in competitive sporting activities.

Great Ideas + Strong Discipline = Better Outcomes™

At Brinker Capital we implement great **ideas** with a **disciplined** investment approach to consistently offer financial advisors forward-thinking solutions with the goal to achieve better **outcomes** based on their clients' personal goals.



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