



BENJAMIN F. EDWARDS & CO.
INVESTMENTS *for* GENERATIONS

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FOR IMMEDIATE RELEASE

It's Colorado, Michigan and Texas for Brokerage Benjamin F. Edwards & Co. *Company adds offices in Denver, Midland, Mich., and a branch development office in Texas*

(ST. LOUIS, October 15, 2013) –Brokerage firm [Benjamin F. Edwards & Co.](http://benjaminfedwards.com) opened three new offices – Denver, Col.; Dallas; Texas; and Midland, Mich. – extending its presence to three new states, company officials announced today. The firm also announced additions to its regional management structure and its executive team.

“This is an exciting time for Benjamin F. Edwards & Co. because advisors are continuing to note our progress and express interest in our innovative business model, flat management structure and our client-first culture,” said Benjamin F. (Tad) Edwards IV, founder, chairman, and CEO of the brokerage firm. “Advisors are genuinely impressed with our capabilities and appreciate the sense of empowerment that accompanies our commitment to keep the management of client relationships where it is handled best – in the hands of the advisor.”

Denver, Col.

Anchoring the Denver office, which is the firm’s first in Colorado, is Mark P. Fellows, who joins the company as a senior vice president and regional manager for the newly-created Mountain West Region. Fellows began his financial services career in 1986, and has been in branch management for 25 years. In addition to growing the firm’s presence in Denver, Fellows will oversee branch development initiatives in the Mountain West Region, which includes Colorado, Utah and Arizona. He will also serve on the investment firm’s board of directors.

Fellows will also continue working with clients. Helping him with those responsibilities is Paulette M. Davis, who joins Benjamin F. Edwards & Co. as a senior registered financial associate.

Midland, Mich.

The firm also opened its first office in the state of Michigan anchored by the Legacy Wealth Management Team, which is comprised of the following:

Matt G. Bishop, CFP[®], Vice President – Investments: Bishop entered the financial services arena in 2001, after serving for 11 years as a pilot in the U.S. Air Force, and earned his CERTIFIED FINANCIAL PLANNER[™] certification in 2007.

Ralph A. Brozzo, CFP[®], Vice President – Investments: Brozzo moved into the financial services industry in 1995 after working for almost 10 years as an engineer. He earned his CERTIFIED FINANCIAL PLANNER[™] certification in 1997.

Dana L. Gibbs, Vice President – Investments: Gibbs has been in the securities industry since 1992, having previously worked in banking as a loan officer.

Also joining the team is Senior Registered Financial Associate Cathy Sasse, who brings with her more than 20 years of securities industry experience.

All of the personnel joining come from Wells Fargo Advisors.

Dallas, Texas

In Dallas, Benjamin F. Edwards & Co. hired Lois Powell as a senior vice president and director – Texas market. Powell, is a financial services industry veteran with nearly 30 years of experience, including several as a region manager responsible for Texas and New Mexico. At Benjamin F. Edwards & Co., she will explore opportunities to broaden the firm’s footprint and bring its innovative client service model to investors in Texas and New Mexico. She will also serve on the investment firm’s board of directors. She will report to Roger Buller, senior vice president and midwest regional manager.

Previously, Powell worked in branch management for over 10 years in the Dallas area, before being named head of regional sales and later a regional manager. She also served as a market manager in Fort Worth and West Texas before retiring in 2011.

Other Company Developments

In a related development, the firm named David W. Hanson a senior vice president and manager of the firm’s newly established Chicagoland region. He also continues as manager of the Benjamin F. Edwards & Co. office in Wheaton, Ill. Since joining the firm in 2010 and helping establish the company’s presence in the Chicago area, Hanson has distinguished himself by doubling the number of advisors in his office and assisting with other business development efforts.

In addition, the firm named Kortney Christensen, senior vice president and director of Sales and Marketing. She will also serve on the firm’s Executive Committee. In this capacity, she oversees the company’s retirement, estate, and financial planning resources, as well as the company’s advisory and research areas. She will continue to lead the firm’s Private Client Services group and oversee the firm’s wealth management efforts as she has since joining Benjamin F. Edwards & Co. in 2008.

“These managerial additions and refinements to our regional management structure will continue to ensure our advisors receive the support they need and expect, so that they can concentrate on what really counts – providing informed investment advice and outstanding service to their clients,” said Edwards.

About Benjamin F. Edwards & Co.

With a tagline of “Investments for Generations” and a company logo anchored by the Edwards crest, Benjamin F. Edwards & Co. is headquartered in St. Louis, Mo. The firm was founded in 2008 by Benjamin F. (Tad) Edwards IV and currently has 36 offices, a presence in 20 states and more than 300 employees.

A subsidiary of Benjamin Edwards, Inc., Benjamin F. Edwards & Co. is a full-service brokerage and a Registered Investment Adviser, which offers a wide array of financial products, advisory and investment banking services to its clients and financial advisors. For more information about Benjamin F. Edwards & Co., please visit the firm’s corporate website, benjaminfedwards.com, GetInAtBenEdwards.com for advisors, or follow the company on [Twitter.com/GrowWithBFEC](https://twitter.com/GrowWithBFEC).