

Corporate vs Independent



At Investment Advisors Corp., we believe the fee-based business model will continue to be one of the fastest growth business models in the retail financial services industry. Due to increased regulation, new technology, and the ever-evolving needs of clientele, it is important to find a solution that fits the needs of both your clients and practice. We fully embrace the concept of true independence and understand that no two Advisers are the same—that is why we have thoughtfully created an open-architecture suite of solutions to meet the unique needs of your practice. Our Corporate and Independent RIA options allow you the freedom to choose a customized advisory solution that works for you.

<u>Corporate RIA</u>	<u>Independent RIA</u>
<p>Established in 1996, Investment Advisors Corp. (IAC) has been an industry-leading Registered Investment Adviser with a dedicated team of knowledgeable compliance and operations professionals. We currently serve over 100 Investment Adviser Representatives with more than \$650 million in assets under management. Today about 90 percent of our Advisers use our corporate RIA while less than 10 percent use an outside RIA. Our flexible, custodian-neutral advisory platform includes:</p> <ul style="list-style-type: none"> • Advisor-directed programs, both discretionary & non-discretionary • Third-party managed platforms & programs • Financial Planning & Consulting Services 	<p>We understand that some Advisers find value in establishing, registering, and maintaining their own Independent Registered Investment Advisory firm. Our flat-fee Independent RIA solution provides Advisers with full access to our robust suite of brokerage solutions, while maintaining the freedom their Independent RIA provides</p>

Costs:

Compliance: Suitability, Review and Oversight	X	Due to strict regulatory standards and requirements of Broker Dealer firms surrounding the Outside Business Activities (OBAs) of Advisers, the flat annual fee is dependent on a number of factors, including: <ul style="list-style-type: none"> • Registrations: SEC/State(s) • Number of client accounts • Assets under Management • Insurance/Bonding • Compliance history
Errors and Omission Insurance	\$1,935/Yr. via Scottsdale Insurance Co.	\$1,935/Yr. + \$?????

Key Considerations:	Corporate RIA Additionally, at no additional cost to our Investment Adviser Representatives, IAC provides:	Independent RIA
Ticket Charges and Payout with Custodian/Platform	Benefits from Leveraging multiple Advisors & AUM	On Your Own
Ownership of Accounts	Advisor Owns	Advisor Owns
ADV Part 2A and 2B - Firm Brochure, Disclosures and Brochure Supplement	X	On Your Own
Maintaining FINRA Licenses	X	N/A
Advisory Guidance	X	On Your Own
Product and Vendor Due Diligence	X	On Your Own
Variety of Investment Products (managed or packaged; commission or fee-based)	X	On Your Own
Technology	X	On Your Own
Research	X	On Your Own
Trading	X	On Your Own
Operations Support & Guidance	X	On Your Own
Performance Reporting	X	On Your Own
Client Billing	X	On Your Own
Back Office Assistance	X	On Your Own
Business Consulting & Practice Management Resources	X	On Your Own
Licensing & Registration	X	On Your Own
Industry-Leading Technology & Tools	X	On Your Own
Ongoing Training & Education	X	On Your Own
Unique Branding, Marketing Materials	X	On Your Own
Capital Funding for Succession Planning	X	On Your Own
Independence, Flexibility, Control and Being own boss	Partnered with Corporate RIA	X
Greater Liability	Partnered with Corporate RIA	X
Heightened Regulatory Burden	Partnered with Corporate RIA	X
Significant Time and Resource Investment	Partnered with Corporate RIA	X
Economies of Scale	X	Based on AUM > \$200 MN

Please contact us at (800) 352-5634 or joinus@bdfs.com if you would like more information on advisory solutions, services, and production requirements for an Independent Registered Investment Advisor or to utilize our Corporate Registered Investment Advisor.

Broker Dealer Financial Services Corp. • Member FINRA & SIPC divisions: BDF Investments & IBA Securities • (515) 727-6700 Investment Advisors Corp. • (515) 727-6720	140 South 68th Street, #2200, West Des Moines, IA 50266 Mailing Address: P.O. Box 71339, Clive, IA 50325-0339 Facsimile: (515) 727-6790 • Toll-Free (800) 352-5634
--	--