



Sircon® Solutions

For Broker-Dealers & Investment Advisory Firms



Vertafore®

Vertafore customers are 6x more likely to rate their current practices and processes as leading edge.

Get started today.



Keep business moving forward while improving compliance

The pressure for financial services firms, including both broker-dealers (BDs) and investment advisory firms (IAs), to safeguard their clients has never been higher. Being caught out of compliance not only erodes client trust, but can result in fines that impact your bottom line.

With new laws and regulations surfacing every year, companies like yours must devote ever increasing resources to compliance. Meanwhile, all these compliance requirements, outdated systems, and manual processes slow down business and seem outdated to advisors who have ever increasing expectations for technology.

With these competing demands, how can you take charge of the compliance process? Make it faster, easier, and more efficient, while improving the experience for your advisors?

At Vertafore, we believe simplicity is the key.

Simplify and streamline your compliance processes through best practices and automation. Provide clear and simple tools for your staff and your advisors.

In essence, make compliance easy so it shifts from a hassle to an integrated part of your culture.



Leveraging Vertafore's proven track record of regulatory and technology innovation, Sircon® solutions help financial services firms eliminate operational costs, better manage risk, and adhere to regulations by automating the processes essential to keep advisors both compliant and authorized to sell.

Securities and insurance compliance all in one

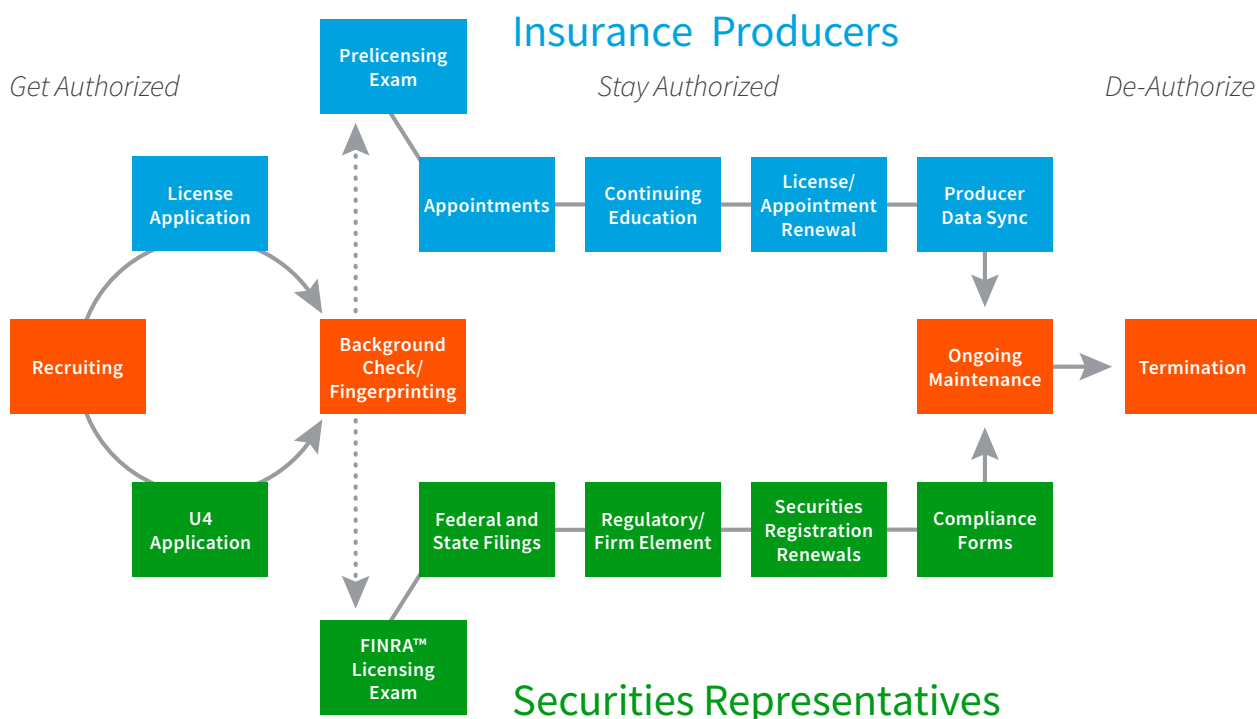
Sircon solutions get and keep your advisors selling.

Much is required to get and keep your advisors selling financial services while staying compliant. Each regulator has their own set of rules and regulations that determine what an advisor needs to do to be considered “authorized” to sell, and to top it off, they all have their own terminology and systems to learn.

The Financial Industry Regulatory Authority (FINRA) requires your advisors (whom FINRA calls “Representatives”) to pass exams, take ongoing education, and recommend products suitable for (or in the best interest of) each client. Your firm must register your advisors, create policies and procedures that ensure compliance with these things, and have the appropriate supervision in place to monitor advisor behavior to enforce compliance.

The burden is even higher for those selling variable or other insurance products. State departments of insurance require your advisors (whom the states call “producers”) to have the correct licenses, lines of authority, carrier appointments, and continuing education. This means your firm needs to know the correct combination of credentials that each advisor needs in each state.

Sircon solutions allow you to complete all of these steps from a single place, saving you time and money. It is the choice of broker dealers and investment advisory firms across the country. We think it will be your choice too.



Advanced technology for compliance management

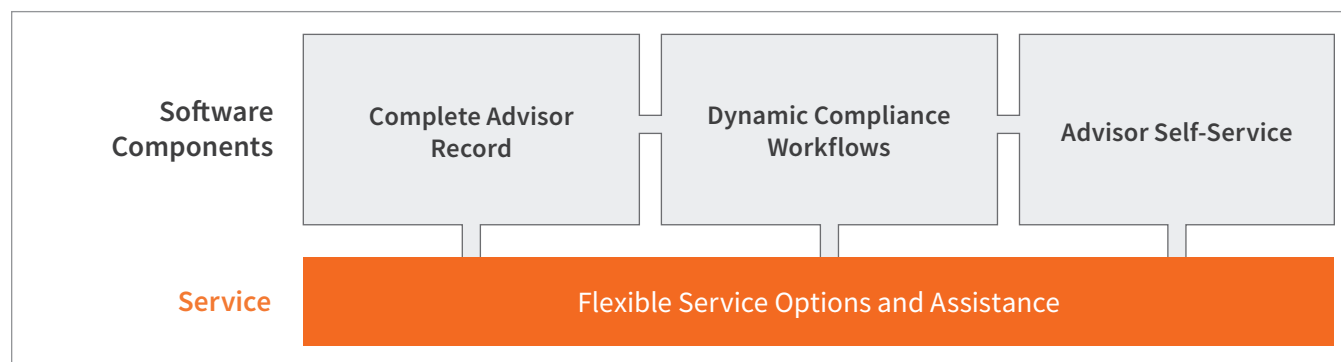
Robust and ready when you are.

Sircon's end-to-end credentialing and compliance management solution delivers complete visibility to keep you and your advisors connected and informed. Sircon integrates with your back-office systems and pulls information from third party regulators to streamline processes, so you can focus on what matters most – serving your clients.

We save you time so that you can save money and reach your revenue goals faster. Compliance? Easy.



A complete solution from end-to-end



With Sircon automating your advisor credential management, you can:

- Get instant insight into the status of every advisor, and their ongoing activities
- Confirm advisor securities and insurance credentials all from one location
- Get insight into individual, branch, firm, and carrier relationships with hierarchy tracking
- Save time and improve data accuracy with automatic updates from FINRA and the National Producer Database (PDB)
- Connect with other in-house systems and eliminate manual data entry downstream
- Have the peace of mind that comes with built in disaster recovery and top of the line information security

Complete advisor record

Your 360° view of the advisor

Clear advisor oversight

House all relevant advisor data in one central, up-to-date records repository that allows you to oversee your advisors and every step of the compliance process. This includes FINRA filings and exams, ongoing education, outside business activities, insurance licenses, lines of authority, carrier appointments or appointment requests, and more. You can even provide supervisors with access to monitor their subordinates and enforce your compliance policies.

End manual data entry for good

Save time and eliminate keystrokes by automating advisor data updates through integration with FINRA and the National Producer Database (PDB).

Be prepared and confident in the case of an audit

During an audit, regulators can ask you for a wide range of information – from demonstrating consistent supervision of outside activities to proving all the appropriate credentials were in place for an insurance policy sold years ago – and anywhere in between. Sircon houses and maintains advisor information while keeping an electronic audit trail of everything so that you have hard evidence when you need it most.

Achieve enterprise-level insights

Gain insight into information that can drive marketing and sales strategies. Ensure that the right people are available to sell the right products at the right time to support your sales goals. Address problem areas and proactively respond to business and market events with built in work queues and ad-hoc reporting.

Dynamic compliance workflows

Streamline the entire compliance process

Registration made easy

Sircon streamlines the entire registration process, allowing you to easily collect required information from advisors, review and modify requests as needed, and file them directly to FINRA – all without leaving the system. Direct filing includes:

- U4/U4a
- U5/U5 partial
- NRF
- Form BR

Licensing made easy

Keeping up with insurance licensing is not easy, especially when you factor in the constant regulatory changes from each state department of insurance. Sircon allows you to submit licensing transactions in all 52 jurisdictions, including:

- License applications
- License renewals and amendments
- PDB validations
- And more

Identify and prevent conflicts of interest

The lack of standards, best practices and explicit rules around identifying, managing and mitigating conflicts of interest can make it a challenge. Sircon helps you manage, organize, and view advisor outside business activities (OBAs) and other disclosable events so that you can detect potential conflicts of interest before they happen. Build your own disclosure and compliance questionnaires to easily keep this information up to date and identify red flags.

Accelerated onboarding

Integration with background investigation (BI) vendors streamlines pre-hire validation and approvals so that you can act quickly and decisively on potential new advisors. Create multi-form bundles that simplify the completion of carrier onboarding / contracting forms and speed time to revenue.

Streamlined advisor participation

Collecting advisor information can be a challenge. With our “once and done” process, data is automatically filled into duplicate fields and forms so you only request information from advisors when it’s absolutely necessary. This keeps advisors focused on servicing your clients.

With Sircon powering your compliance processes, you can:

- Transition to a completely paperless environment
- Improve efficiency with automated data population from FINRA and the PDB
- Get insight into process improvement with metrics reporting
- Get your advisors selling faster with electronic FINRA filings and state insurance transactions from a single interface
- Reduce regulatory risk with robust education and compliance forms
- Integrate with the learning platform of your choice

Advisor self-service

Connecting you to your advisor network

With Sircon enabling your advisors to self-serve, your business can:

- Significantly reduce calls while improving communication and transparency to advisors by providing each advisor with access to their own information
- Improve the advisor experience through simple and intuitive interfaces, including the option for single-sign-on from your other advisor tools
- Save time and improve productivity with easy to follow data collection processes
- Send reminders and other notifications to advisors so they know what is required of them and stay on top of their compliance

Simple advisor portal

With Sircon's simple advisor portal, your advisors can view their own securities and insurance credentials, disclosures (such as outside business activities), relationships (branch, firm, carrier), and supervisors. Plus, they can view the status of requests they're involved with and see next steps in the workflow. All this information allows advisors to be more mindful of their own compliance.

Initiation the easy way

Allow your advisors to instantly kick-off a request, providing all of the required information to you ahead of time. The result is a faster, more efficient process that allows you to act quickly and decisively on new business opportunities (or risks).

Convenient reminders and notifications

Improve advisor visibility with email notifications when something in the system requires their attention. This includes data request notifications, renewal and continuing education reminders, as well as status updates for ongoing requests.

Flexible service options and assistance

Proven expertise, measurable results

Vertafore is the leader in compliance business process outsourcing (BPO) and customer service support. With more than 30 years of experience, our proven expertise and measurable results allow you to focus on your core competencies.

Full Service Options

Our team can handle all licensing and registration activities on your behalf, or you can customize a package that meets your unique needs.

Full Service Securities Filings

- New registrations (U4 processing)
- Terminations (U5 processing)
- Firm element tracking
- Investment Adviser (IA) filings
- Compliance form management

Full Service Insurance Licensing

- New state insurance licenses
- License renewals and amendments
- Continuing education (CE) enrollment
- Fingerprint filing
- State affiliation management

Augment Your Sircon Solution

Combine our industry experts with our proven software solutions for maximum impact.

Special Projects

Get extra compliance help when you need it most.

- Merger & acquisition support
- Expansion into new states / lines
- Data cleanup projects
- Mass data changes
- Advanced data analytics
- And more!

Add-On Services

Allow our staff to handle these cumbersome processes and reduce the complexity of your operations..

- Form ADV part 2b
- Advisor credit & criminal monitoring
- Call-center support
- New-hire processing
- Customized recurring reports

Consulting

Our experts review your current licensing and registration activities to uncover opportunities for improvement based on our industry best practices.

“Since we started using Vertafore to handle regulatory compliance, we have shortened turnaround times by 75%, which enabled us to improve productivity and boost revenue without adding staff. Our top-selling reps really appreciate that we spare them the hassle of all the administrative tasks involved.”

Vice President, *Midwest Securities Broker*




Sircon Solutions

**The peace of mind that comes from
a true partnership**

Since 1997, we have partnered with state regulators, carriers, CE providers, individual producers, agencies, broker-dealers, and investment advisors through our industry-leading Sircon solutions. Our focus is, and has always been, connecting each of these industry stakeholders electronically, making communication faster and easier. Because we serve each of these stakeholders simultaneously, we are uniquely positioned to serve each individual better than anyone else in the industry. For you, this means partnering with a provider that has the background, know-how, and the full-picture vision to help you achieve your goals.

We understand that your business is different. Having served more than 300 financial services firms (including BDs and IAs), we know that no two companies are ever completely alike, so we take the time to learn about yours before talking too much about ours.

For more information on Sircon solutions, contact us today.

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