

**Frank Maselli**

# Speaker Introduction

It is my pleasure to introduce one of the most dynamic and insightful speakers, trainers and thinkers in the Financial Services Industry today.

Frank is a former U.S. Army officer and started his career as an advisor in 1983. He quickly became a manager and ran the #1 office in the country for a major national brokerage firm.

He also served for ten years as the Executive Vice President and Managing Director for Natixis, one of the largest asset management firms in the world.

He has been voted as the “*Top Financial Industry Speaker*” for seven straight years by Merrill Lynch and has appeared in the Wall Street Journal, Financial Advisor, Registered Rep and a host of other industry publications.

He is a recognized expert in advanced business development strategies and his best-selling books include ***Seminars: The Emotional Dynamic, Referrals the Professional Way*** and ***40 Tips for the Under 40 Advisor***.

We are very excited that he's with us today. Ladies and gentlemen, please welcome... ***Frank Maselli***.

