



**AllianceGlobalPartners**

Member of FINRA AND SIPC

*Wealth Management  
Career Opportunities*

*Welcome to  
Alliance Global Partners*

**A.G.P. / Alliance Global Partners Corp**

# Why A.G.P.?

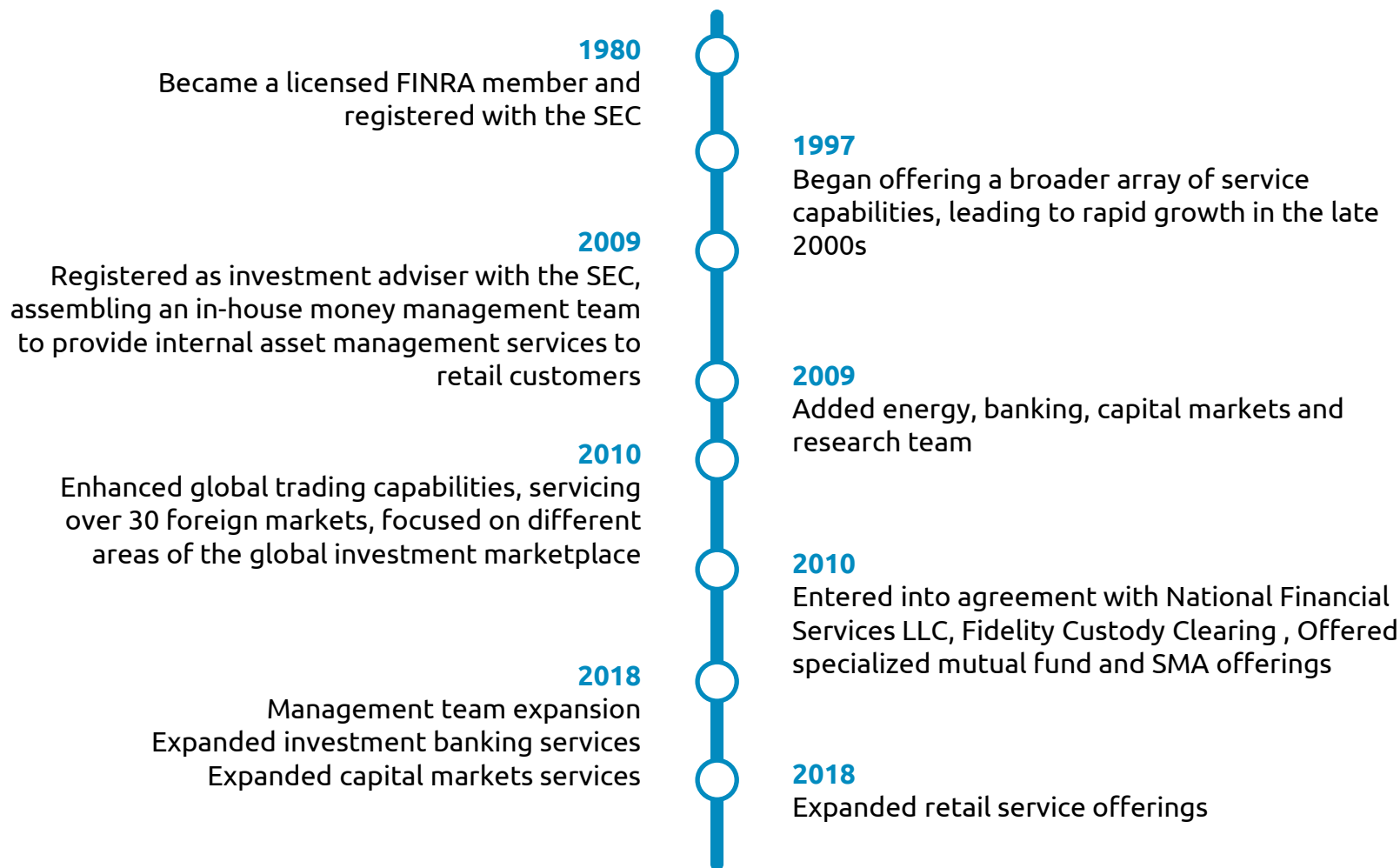
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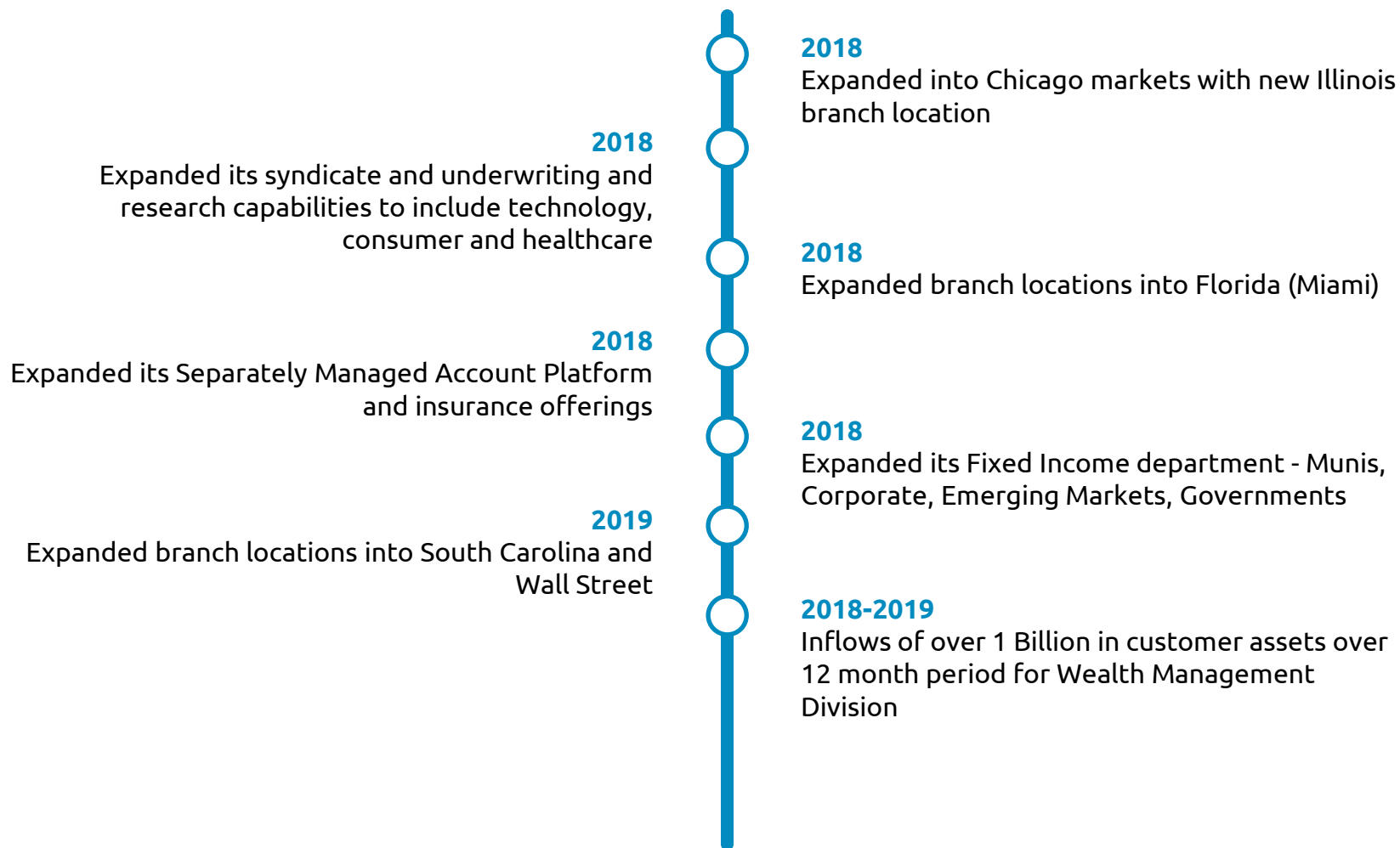
- A.G.P.'s team is largely comprised of members from a leading investment bank in the U.S. focused on servicing the needs of retail investors, public and private companies and middle-market institutions, involved historically in approximately \$20 billion in public and private transactions collectively.
- We understand wealth management professionals' need for uncompromising service, investment in technology, infrastructure and tangible commitment to your success.
- Our evolution into an open architecture platform merges a broad spectrum of products and strategies with a deep level of service to clients of all sizes and stripes.
- Senior Management has over a century of diverse experience in financial services, and welcomes driven and dynamic professionals who embrace a commitment to excellence in furtherance of our mission to provide exceptional advisory and brokerage services.
- Privately owned, well capitalized and strong balance sheet.

Source: Bloomberg, FactSet, Wealthscape, NFS, Thomson Reuters, Company Filings

# Historical Timeline of the Firm



# Historical Timeline of the Firm





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***What We Offer Our  
Wealth Management  
Professionals***



# What We Offer

- Payouts above the national average
- Equity in your business
- Transition Assistance
- Ability to reach out to executive management team directly to resolve issues proactively
- Access to internal and external institutional and retail money managers offering hundreds of strategies
- Access to a wide variety of selling agreements with Funds, Annuities, Alternatives, etc.
- Freedom of research choice that puts customer interests first, including, without limitation, our in-house research, Credit Suisse, and Argus
- Custody and Clearing with one of the largest clearing firms in the country, NFS - Fidelity Clearing & Custody
- Portfolio review and asset allocation tools regarding the planning for customer allocations
- Internal lead referral program
- Institutional trading platform
- Multi-currency support trading team

Source: Based on national average compensation of approximately 35%

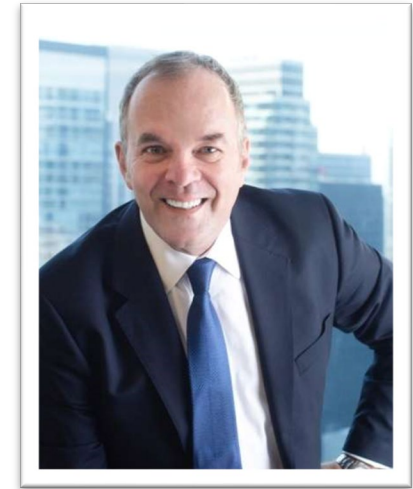


# Investment/Wealth Management Professionals

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## Key Attributes

- Our average Managing Director in the Wealth Management Division oversees over 100MM in assets
- Our wealth management professionals have a balance of fee-based and commission-based assets
- Our wealth management professionals' average experience in the industry is over 15 years
- Our typical clients are entrepreneurs, sophisticated investors, and professionals who need guidance with their financial decisions. Whether that is on the individual side, corporate, estate planning, we have an array of financial products to assist with the solution.
- Our wealth management professionals have the flexibility to meet with their clients and have systems that allow portability.
- Our wealth management professionals are able to offer clients a variety of services that are in their clients' interests and that afford them the flexibility to help make those decisions. Whether it is Equities, Fixed Income, Insurance, Derivatives, Currency, SMAs, DVP, Domestic or International, we have the support for you.



# Institutional Sales Professionals

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- Our Institutional sales team currently produces, on average, over \$1MM in revenue per person
- They specialize in Equities, Debt, and Fixed Income
- Their average experience in the industry is over 15 years
- They joined us because they have deep relationships and, based on our value proposition, they are able to provide better service and retain improved compensation
- We have a dedicated back office and trade support which assist in handling some of the top institutions in the country.
- We have execution services that measure up to the best on the Street.
- We understand the attentiveness required and the importance of turn-around time in regards to financials and diligence requests.
- AGP will provide you with the tools and resources necessary to help you achieve your goals.

Source: Fidelity Monthly Order Flow Reviews, Internal Calculations



# A.G.P. Professionals

Some of A.G.P.'s financial professionals have joined from the following firms



OPPENHEIMER  
MORGAN STANLEY  
STIFEL  
BNY MELLON  
RAYMOND JAMES  
NEUBERGER BERMAN

# A.G.P. Company Profile

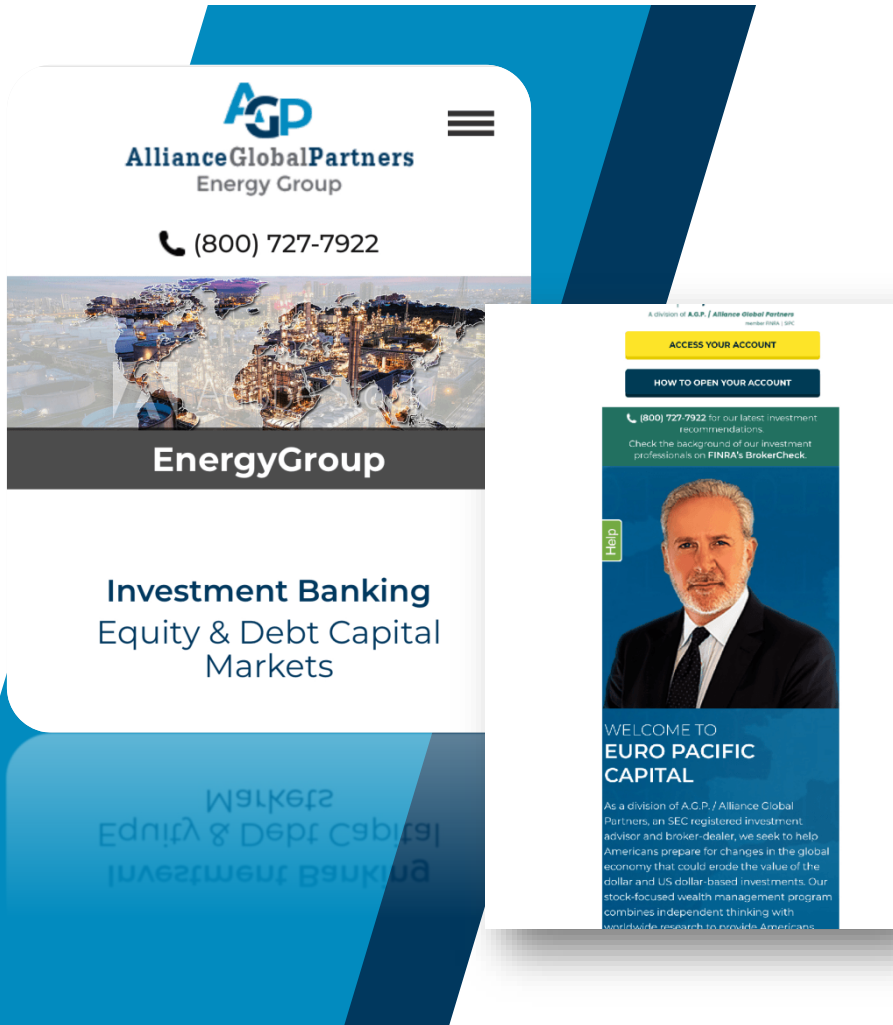
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- Regional investment firm with 10+ locations
- Service of a boutique with the strength and capability of a large bank
- Compensation competitive in the industry
- Compensation model is W-2, 1099 and hybrid
- Help growing your business with lead generation programs
- Financing for book acquisition and succession planning



Source: Wealthscape, Internal Calculations

# Marketing / Advertising



1. AGP's Marketing Team can help ensure your vision is communicated properly and to the current clientele.
2. We will work with you to establish the presence, vision and brand that you and clients come to expect. Our advertising department works promptly with compliance to get your message out.

## Additional Tools at our Disposal

\*Dedicated web development team

\*Timely compliance review



**AllianceGlobalPartners**

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## *Products and Services*



# Services We Offer

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RETAIL SERVICES



SALES/TRADING



CAPITAL MARKETS



EQUITY RESEARCH



INVESTMENT BANK



INSURANCE

# Services We Offer

## RETAIL SERVICES

1. Asset Management
2. Global Trading
3. Fixed Income Services
4. Insurance Services
5. 10+ Locations
6. Transition services
7. Over 10,000 retail accounts

## SALES/TRADING

1. Trading Department dedicated to institutional and retail support-6 traders
2. 24/6 trading desk
3. Access to 30 foreign markets
4. Market Maker for NYSE and NASDQ companies

## CAPITAL MARKETS

Access to:

- Underwriting
- New Issues
- Secondary
- Privates
- Syndicate

## EQUITY RESEARCH

1. Senior research analysts
2. Capabilities to cover over 100 Companies
3. Specialize in Health Care, Technology, Consumer, Energy

## INVESTMENT BANK

1. Top Underwriting team that has transacted in hundreds of millions of capital raises
2. IPO's, Secondary's, Privates, Pipes, Financial Advisory, ATMs
3. Corporate Executive Services
4. 15 dedicated members

## INSURANCE

1. Dedicated Team to assist in life insurance, and annuity applications
2. Assistance in financial planning to incorporate insurance services
3. Access to major carriers
4. Diligence team to work on new selling agreements

Source: Wealthscape, NFS

# Wealth Management and Retail Services

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## INVESTMENT ADVISORY

## INVESTMENT SERVICES

## FIXED INCOME

## INSURANCE

- Flexibility in portfolio modeling, building, planning , billing
- Internal CFA/Managers available to customize portfolios for your customer strategies
- Access to direct outside SMA managers- our team does diligence on outside managers that meet your goals
- Access to hundreds of managers and strategies
- Performance reporting and billing through MAS/Investment.
- Access to Black Diamond, Tamarac, Red Tail, E money-all integrated into customer accounts
- Portfolio Reviews, Hypothetical, Side-by-Side analysis available



# Wealth Management and Retail Services

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**INVESTMENT  
ADVISORY**

**INVESTMENT  
SERVICES**

**FIXED INCOME**

**INSURANCE**

- Access to portfolio reviews, analysis, hypothetical
- Order entry systems, web based, phone based
- Access to syndicate, new issues, alternatives, privates
- Ability to tailor commissions to your customers needs
- Operational support in a timely manner
- Access to Research ideas generally covering all major markets
- Technology Services to assist in CRM, order systems, account maintenance
- Trade execution support



# Wealth Management and Retail Services

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**INVESTMENT  
ADVISORY**

**INVESTMENT  
SERVICES**

**FIXED INCOME**

**INSURANCE**

- Fixed Income traders – 15+ traders
- Traders covering Municipals, Corporate, Preferred, LatAm, Emerging Markets
- Access to Fixed Income analysis and portfolio reviews
- Ability to speak directly to traders or trade directly on the OMS system
- Ability to check markets, access Bloomberg and related systems, and capability to get offerings and prices directly through NFS systems

# Wealth Management and Retail Services

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**INVESTMENT  
ADVISORY**

**INVESTMENT  
SERVICES**

**FIXED INCOME**

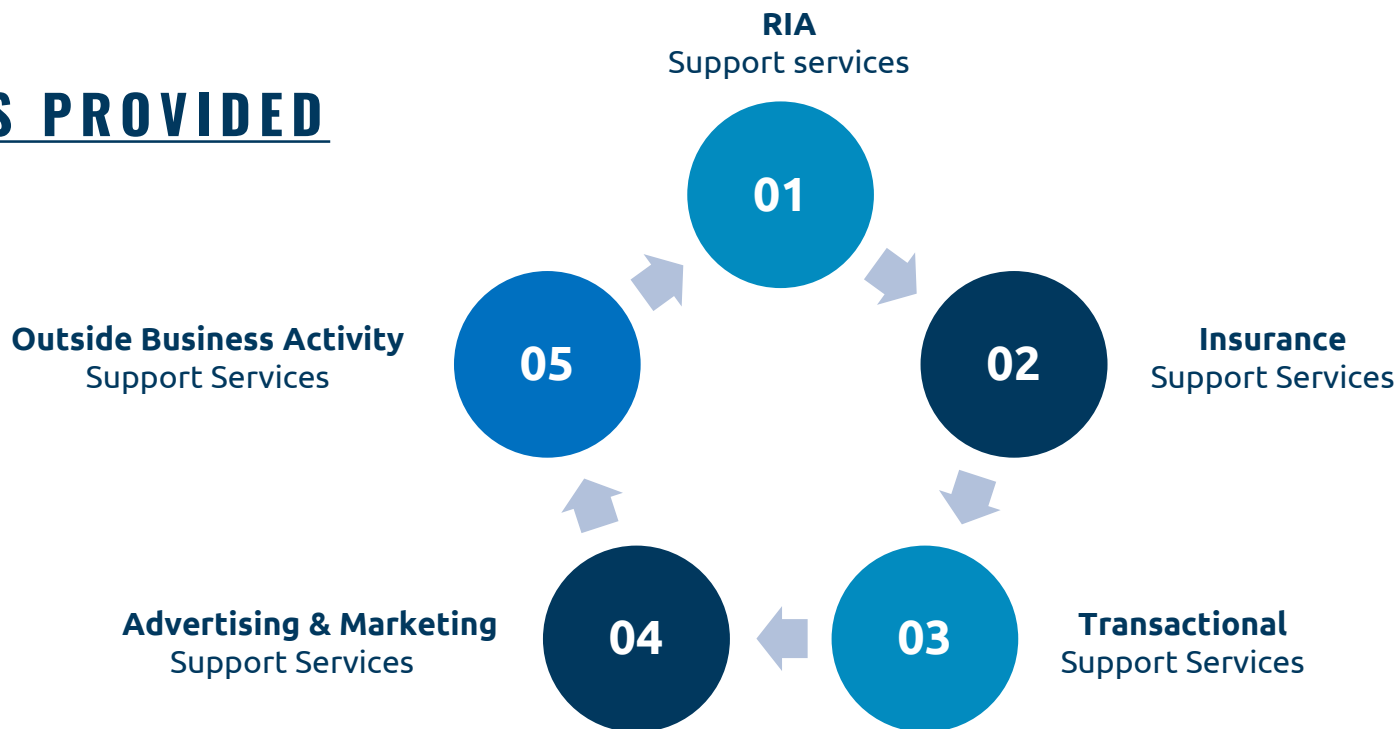
**INSURANCE**

- Access to major carriers such as Lincoln, Met Life, Jackson, Prudential, Voya
- Ability to link annuities to the statements
- Insurance support to assist you with policies and paper work support
- Diligence Team – to work in a timely manner in looking at new carriers to assist you meeting your client objectives
- 3rd party relationships with specialists. If you have a pre-existing relationship with a 3rd party insurance specialist, we have the capabilities to carry over the relationship with compliance approvals
- Insurance Coordinator- Speak with our specialist for sophisticated estate planning, preservation of wealth issues, buy sell agreements, succession concerns and all general questions.

# Compliance and Supervision

Our compliance professionals and supervisors work to help keep you in compliance. We encourage our wealth management professionals to utilize the departments as a resource. We seek to mitigate risk and avoid potential complications with a culture of front-end communication and continual dialogue.

## SERVICES PROVIDED



# Equity in your business

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Many firms are leaving protocol, creating unknown ramifications and restricting your ability to communicate with clients. We are moving in the opposite direction; your clients are your own.



## Reverse Non-Compete

We respect your relationships, including customers that you bring to the Firm or cultivate at the Firm. You can have peace of mind in knowing that your clients are yours.

## Equity

Learn how we assist you in setting up succession planning through buy-outs, sun setting agreements and CSA agreements.



## Financing for book acquisitions

by working with our team to identify opportunities. We will assist in helping identify practices, help in structuring the deals and assist you with the financing.

# Technology- Just some of our technology services

**Wealthscape** (formerly Streetscape) - Provides for enhanced account grouping, block trading, portfolio modeling and rebalancing

**Black Diamond** (Advent) - is an award winning solution for enhanced portfolio reporting of your clients' assets. The ability to integrate multiple layers of financial information. Performance reporting that keeps you and your customer on the front edge

**E-Money** - integrates with customer accounts

**CRM** - Our provider, Redtail, offers a system which allows you to keep track of your customers in an easy to use manner. This is one of the leaders in customer relationship management systems

**Bloomberg** (back office trading) - Our equity and fixed income traders utilize Bloomberg as their stable backbone, which remains a leader in execution services for the top professional money managers

**Thompson** (quotes) - Thompson is one of the industry leaders in quote services for the financial industry

**Technology support services** - We have around-the-clock 24-hour support services for virtually all of our technology issues. We realize that the moment the technology is not working, you, likewise, may not be working

# Phillip Michals – Executive Chairman

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Phil is Executive Chairman of A.G.P./CEO and is responsible for assisting with developing and executing its overall business goals. He has been in the Financial Services industry since 1994.

He has been a partner in RG MICHALS since 1999. Prior to AGP, he was affiliated with an independent firm for the past 8 years. His responsibilities were primarily in business development.

Phil has rejoined the board of directors in 2019 (he previously served on the board from 1999-2014) of a public REIT, Manhattan Bridge Capital, Inc. (NASDAQ: LOAN). He also serves on the audit and compensation committees. He was also a partner for more than 10 years at an advisory/consulting firm that worked with Member firms of the NYSE and FINRA.

Phil currently holds his Series 7, 63, 24, 99 and 65 licenses and has a Bachelor of Science from the University of Delaware.

# Eric Steingruebner – National Sales Manager

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Mr. Steingruebner joined our firm in July, 2005. He has held the title of National Sales Manager since December 2010.

Eric brings a unique work history and level of experience. After graduating from Brooklyn Law School in 1997 and receiving his Juris Doctorate degree, Eric worked for a New York City Law firm for 2 years. He has extensive experience working in the areas of trusts and estates. He joined the financial services industry in 1999 at AXA Advisors. Eric worked for several years on the independent broker dealer channel, where primarily he worked with entrepreneurs and professional business owners, advising clients on qualified retirement plan strategies and wealth transfer. He has experience with managed accounts, equities, fixed income, mutual funds, annuities and life insurance.

He is also a CERTIFIED FINANCIAL PLANNER™ professional. He completed the Accelerated Personal Financial Planning program at UCLA.



# David Bocchi – Head of Investment Banking

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David has led his Investment Banking Group to become one of the most active Equity Underwriters/Placement Agents in the small cap/middle market. During his tenure, he and his team have participated in approximately \$20 billion in capital markets transactions as Lead Manager, Co-Manager or Syndicate member. Under David's leadership, his Investment Banking team has completed in excess of 250 public offerings as a deal manager. He has traditionally focused on equity offerings and mergers & acquisitions. He has extensive expertise and unique structuring capabilities with investment products for growth opportunities.

David graduated magna cum laude with a BBA from Boston University School of Management, with a dual concentration in Finance and Accounting, and a minor in Political Science. He holds the Series 24, 63 and 7 licenses.

Source: Bloomberg, FactSet, Wealthscape, NFS, Thomson Reuters, Company Filings



# Harry Ioannou – Head of Capital Markets

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Harry is the Head of Equity Capital Markets for A.G.P.

He has more than 18 years of experience in the securities industry serving in senior management positions in Equity Capital Markets. Prior to A.G.P., he was Head of Equity Capital Markets at Aegis Capital, Senior Vice President with Rodman & Renshaw, and Partner/Senior Vice President with Maxim Group. Mr. Ioannou and his team have helped to facilitate approximately \$20 billion in capital markets transactions as Lead manager, Co-Manager or as a Syndicate Member.

Harry holds a Bachelor's degree from Baruch College with a specialization in Finance and Investments. Mr. Ioannou is a Series 7 licensed Registered Representative, Series 63 and Series 24 licensed General Securities Principal.

Source: Bloomberg, FactSet, Wealthscape, NFS, Thomson Reuters, Company Filings

# John Venezia - Global Chief Compliance Officer

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John Venezia is Global Chief Compliance Officer of A.G.P. and is responsible for all aspects of compliance for both the Broker Dealer and affiliated Registered Investment Advisor.

Mr. Venezia has more than 20 years of experience in the securities industry including 18 years in CCO roles. Directly prior to A.G.P., he worked at Hapoalim Securities USA, Inc. as CCO and at Bank Hapoalim in New York as Deputy CCO. He brings extensive knowledge in issues relating to compliance and anti-money laundering.

John received a Bachelor's degree from Wagner College, and completed his MBA at Hofstra University in 1991. He currently holds the following FINRA licenses: Series 4, 7, 14, 24, 53, 57, 63, 79, 86/87, and 99. John is also a Certified Anti-Money Laundering Specialist (CAMS) since 2017.

# Craig Klein - Chief Finance Officer

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Craig Klein is the Finance Officer and Controller of A.G.P. and is responsible for overseeing the day-to-day financial activities from an operating and Regulatory perspective for both the Broker-Dealer and Registered Investment Advisor.

Mr. Klein has more than 20 years of experience in both the Securities and Registered Investment Advisor Industries. Prior to A.G.P., he was a Senior Director/FINOP at ACI – Accounting and Compliance, International, the leading provider of Financial Outsourcing services for over 100 Broker-Dealers throughout the USA and Europe. Prior to that, he spent 13 years as Global Corporate Controller at Strategic Value Partners in Greenwich CT, an SEC Registered Investment Advisor and 6 years as Chief Financial Officer at Puglisi & Co., a FINRA registered Broker-Dealer in NYC.

Craig received a Bachelor's degree from the State University of New York at Oneonta and completed his MBA at the Fordham University Gabelli School of Business in 1999. He currently holds the FINRA Series 27 license and is a Certified Public Accountant in the State of New York.

# Meet some of our Analysts

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## **James Molloy**

MANAGING DIRECTOR, EQUITY RESEARCH, BIOTECHNOLOGY & SPECIALTY PHARMACEUTICALS

[jmolloy@allianceg.com](mailto:jmolloy@allianceg.com)

James Molloy is a Managing Director and Biotechnology and Specialty Pharmaceuticals Equity Research Analyst at A.G.P. He provides coverage of companies in several therapeutic categories in the biotechnology & pharmaceuticals sector, with a focus on immuno-oncology, central nervous system, cardiovascular, and anti-infective disorders. Prior to A.G.P., Mr. Molloy was a Managing Director, Biotechnology and Specialty Pharmaceuticals Equity Research Analyst at Laidlaw Capital Markets, Janney Montgomery Scott, and ThinkEquity Partners, and a Vice President of Equity Research at Oppenheimer and Company. Mr. Molloy has almost two decades of experience as a Senior Analyst covering both the mid-capitalization and emerging biotechnology and pharmaceutical sectors. Mr. Molloy began his career as one of the first three analysts at Leerink Partners in Boston.

Mr. Molly earned an MBA from the FW Olin Graduate School of Business at Babson College, and a BA from the University of Colorado, Boulder, Colorado.

## **Brian Kinstlinger, CFA**

DIRECTOR OF RESEARCH, MANAGING DIRECTOR, HEAD OF TECHNOLOGY RESEARCH

[bkinstlinger@alliance.com](mailto:bkinstlinger@alliance.com)

Mr. Brian Kinstlinger, CFA, is a Managing Director and Senior Technology Analyst. Previously, Mr. Kinstlinger was Managing Director of Technology Research for Maxim Group LLC. Prior to Maxim Group, Mr. Kinstlinger covered IT Services, Software and Business Services for 13 years at Sidoti & Co. LLC. Mr. Kinstlinger also was an IT consultant at Keane and Price Waterhouse Coopers. Mr. Kinstlinger was ranked the No. 1 stock picker by the WSJ Best on the Street for Internet & Computer Services industry during both 2007 and 2010. He also ranked among the top five stock pickers for Internet & Computer Services industry in 2005 and 2006.

Mr. Kinstlinger earned his BA at the University of Wisconsin-Madison and is a member of the Chartered Financial Analyst program.

# Meet some of our Analysts

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## **Aaron Grey , CFA**

MANAGING DIRECTOR, HEAD OF CONSUMER/CANNABIS RESEARCH

[agrey@alliance.com](mailto:agrey@alliance.com)

Mr. Aaron Grey will be a senior member of the A.G.P. Research Team, which brings together sector-based experts with a robust understanding of the market landscape; providing daily market updates, long-term macroeconomic viewpoints and thought-provoking opinions.

Prior to joining A.G.P., Mr. Grey was most recently a Vice President at J.P. Morgan following Consumer Retail as part of the #1 Institutional Investor All-American ranked research team for the past year. Prior to joining J.P. Morgan, he was a member of the Consumer Staples team at Cowen and Company, and part of the team's initial launch into the cannabis space. He began his career with Deloitte & Touche in the audit practice.

Mr. Grey holds a B.A. in Finance and a B.S. in Accountancy from Villanova University. He is also a CFA® charterholder as well as a Certified Public Accountant in the state of New York.

# Meet some of our Analysts

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## **Benjamin Haynor, CFA**

MANAGING DIRECTOR, MEDICAL TECH RESEARCH

[bhaynor@allianceg.com](mailto:bhaynor@allianceg.com)

Ben Haynor, CFA, is a Managing Director at A.G.P., focusing on medical technologies, including diagnostics, devices, and select specialty pharmaceutical firms. Before joining A.G.P. in 2018, Mr. Haynor held a Managing Director role at Aegis Capital. Prior to Aegis, he worked as a Senior Research Analyst at Feltl and Company for six years, covering medical technology firms. While at Feltl, he was recognized as the #1 Stock Picker for US Health Care Equipment & Supplies in the 2013 StarMine Analyst Awards and was named the #2 Medical Equipment & Supplies Analyst in the 2012 edition of the Wall Street Journal's Best on the Street. Before Feltl, Mr. Haynor founded two technology startups, one in telecom and the other in mobile software. He began his career in equity trading at Dain Rauscher Wessels and subsequently RBC Capital Markets, where he spent four years as a NASDAQ market maker.

Mr. Haynor received a B.S. in Finance from Pennsylvania State University with a minor in Management Information Systems and holds the Chartered Financial Analyst (CFA) designation.

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# Disclosure

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Past performance is no guarantee of future results. The investment return and principal value of an investment will fluctuate with changes in market conditions and you may lose money.





**AllianceGlobalPartners**

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*Thank You*

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