

## MEMBERSHIP PACKAGE

If you are not a member of FSI and wish to join, please complete the Membership Application and payment section.

Include the documents with your E&O enrollment forms.

For your convenience, you may include the FSI Membership fee with your E&O payment.

### You may join FSI one of two ways:

- a. As an Individual Investment Advisor (IAR)- \$199 per year.
- b. As a RIA Firm (see rate chart based on revenue). The firm membership is to include all qualified individuals.

**FSI leads the way in representing the interests of financial services professionals.**

**To learn more, review the mission statement and FSI Advocacy efforts.**

**As a member of the Financial Services Institute, you are eligible to participate in FSI Covered Advisor Insurance and Affinity Benefits Program. There are many FSI sponsors and vendors that offer products and services at discounts that could benefit you and your business. Benefits include:**

### DISABILITY INSURANCE BENEFITS

#### **For Financial Advisors:**

- Insure 75% of your income, up to \$25,000/month!
- \$10,000/month Group Disability guaranteed issue coverage
- \$5,000/month Individual Disability coverage
- \$10,000/month Excess Disability coverage
- Overhead expense and Retirement Security coverage available
- Up to \$250,000/\$250,000 Group Term Life / AD&D
- NEW! Critical Illness and Accident Insurance for independent advisors

#### **For W2 Staff of Advisors:**

- Comprehensive STD/LTD/Life/AD&D bundled coverage
- One Rate - All Ages. Premium is based on Staff Income only
- Sample Staff Premium: \$40k Annual Salary = \$37 per month
- Staff must join FSI to participate: only \$49 annual membership fee (13 cents a day)

### E&O INSURANCE BENEFITS

#### **Individual Investment Advisors:**

- Options to add:  
Registered Representative  
Agent (Life and P&C)

#### **Firms:**

- RIAs or Agencies
- Ideal for firms with two or more advisors
- Option to add product sales
- Option to add coverage for pre-hire activities

### AFFINITY BENEFITS

#### **Operations & Technology:**

- Voice Dictation, VoIP, CRM, Data Aggregation
- Office Supplies
- Record Retention
- Website Creation & Content

#### **Marketing & Communications:**

- Email Content
- Lead Generation
- Seminar Marketing & Content
- Public Relations

#### **Research, Analysis & Financial Planning:**

- Alternatives Research
- Financial Planning
- News Publications
- Portfolio Analysis

#### **Human Resources:**

- Identity Theft Protection
- Coaching Programs
- Continuing Education



## MEMBERSHIP APPLICATIONS

### INDIVIDUAL APPLICATION

**YES! I want to join FSI as an Individual Financial Advisor**

#### CONTACT INFORMATION

Name: \_\_\_\_\_ Designation: \_\_\_\_\_ CRD#: \_\_\_\_\_  
 Title: \_\_\_\_\_ Broker-Dealer Affiliation: \_\_\_\_\_  
 Mailing Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Phone Number: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_

**FINANCIAL ADVISOR DUES**  
 **\$199 Annually**

**Sign the Acknowledgement below and include the \$199 dues on the Contact Information and Payment Form and submit this form.**

**OR**

### FIRM APPLICATION

**YES! I want to join FSI as a Firm**

**To qualify for FSI Firm Membership, applicant must meet the following criteria:**

1. Must be a broker-dealer and/or RIA that is in good standing with FINRA or the SEC/state; and
2. Must be a retail firm, doing business with the public (not wholesale distributor only), selling the products of more than one unaffiliated product company.

Company Name: \_\_\_\_\_ Primary Contact: \_\_\_\_\_  
 Corporate Address: \_\_\_\_\_ Primary Contact Phone: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Primary Email: \_\_\_\_\_  
 Phone Number: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Web Address: \_\_\_\_\_  
 Name of your parent company (if your company is an affiliate or subsidiary): \_\_\_\_\_

### FIRM INFORMATION

- Broker-Dealer** - Total number of Registered Reps (including home office employees and registered sales assistants) \_\_\_\_\_  
 - Producing # of Registered Reps (excl. home office employees and registered sales assistants) \_\_\_\_\_
- BD / RIA Hybrid** - Producing # of Registered Reps (excl. home office employees and registered sales assistants) \_\_\_\_\_  
 - Number of Registered Investment Advisors \_\_\_\_\_  
 - Number of professionals who are both a Registered Rep and Registered Investment Advisor \_\_\_\_\_
- Registered Investment Advisor** - Number of Investment Advisory Reps \_\_\_\_\_

Count all individuals only once

### FIRM MEMBERSHIP ANNUAL DUES

1. Broker-Dealer Revenue: \_\_\_\_\_
2. RIA and Other Revenue: \_\_\_\_\_
3. Total Revenues (Line 1+2): \_\_\_\_\_

Total Revenues (from line 3 above)	Annual Dues
\$0 - \$4,999,999	\$2,000
\$5,000,000 - \$9,999,999	\$5,750
\$10,000,000 - \$24,999,999	\$13,000
\$25,000,000 - \$49,999,999	\$18,800
\$50,000,000 - \$99,999,999	\$23,250
\$100,000,000 - \$149,999,999	\$29,500
\$150,000,000 - \$249,999,999	\$37,700
\$250,000,000 and higher	\$37,700, plus 0.008% of revenues in excess of \$250,000,000

**Sign the Acknowledgement below and submit this form with your E&O Application. If accepted into FSI Firm Membership, FSI will email you an invoice for the appropriate dues amount, according to the schedule below.**

### ACKNOWLEDGEMENTS

**COMPLIANCE HISTORY:** Has the individual applicant, the firm applicant, or its officers ever been expelled, suspended or censured by the SEC, a securities exchange or any other association of securities dealers and/or brokers?

Yes  No

**AGREEMENT:** By submitting this form, I agree, if accepted into FSI Membership:

1. To cooperate with and abide by FSI's Bylaws.
2. To avoid representing to anyone that FSI sanctions, approves, endorses or serves as a reference for any company, its affiliates or its products / services.
3. To consent to receiving email from FSI intended to describe and provide the benefits of membership.

FSI, in return, will provide all of the benefits of Membership. These benefits can be amended from time to time by FSI's Board of Directors. I have read the membership Application and agreement. I understand them and agree to abide by them.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**In accordance with the IRC SEC 6003, 100% of membership dues is estimated for lobbying, and is not deductible. FSI membership dues may not be deducted as a business expense or a charitable contribution.**



**Mission Statement:** FSI's Mission is to ensure that all individuals have access to competent and affordable financial advice, products, and services delivered by a growing network of independent financial advisors and independent financial services firms.

### **FSI ADVOCACY**

#### ***Important Issues for Investment Advisers and RIA Firms***

##### Issues of Significant Concern to Clients of Investment Advisers

1. Prevention of Financial Exploitation of Vulnerable Adults: Strongly support state and federal legislation and regulation that allows investment advisers to protect their clients from financial exploitation without violating privacy obligations or exposing financial advisors and firms to liability.
2. Expansion of Access to ABLE Act Accounts: Strongly support state and federal efforts to promote the expansion, availability, and usefulness of ABLE Act accounts to families with disabled children.
3. Fiduciary Duty: Strongly support the adoption of an SEC developed fiduciary duty for financial advisors who provide advice to retail investors.
4. Financial Literacy: Strongly support efforts to improve the financial literacy of Main Street investors.

##### Issues of Significant Concern to Independent Financial Services Firms & Investment Advisers

1. Independent Contractor Fix: Strongly support a permanent fix to unwarranted legislative and IRS scrutiny of the independent contractor business model.
2. Tax Reform: Strongly support comprehensive tax reform for pass through entities and corporations while creating new business opportunities through enhancements of the deductibility of advisory fees and higher contribution limits to 401 (k)s, IRAs, 529 Plans, Health Savings Accounts, and other tax advantaged accounts.
3. IARD: Strongly supporting efforts to update the IARD system to provide investors with information relevant to their decision to hire an investment adviser without the publication of misleading, irrelevant, or unhelpful information (e.g., Series 66 test scores, etc).
4. Aging Advisor Population: Supporting the development of solutions to regulatory concerns about aging financial advisors before state regulations are thrust upon the industry.

##### Issues of Significant Concern to the Independent Financial Services Industry

1. Financial CHOICE Act: Strongly support adoption of The Financial CHOICE Act or other legislative solutions to preserve access to and choice among financial advisors, products, and services while reducing the impact of regulation on advisors' ability to serve their clients.
2. State/City-Run Retirement Plans: Strongly oppose legislative efforts that will establish state, city, or county retirement programs that deny clients the benefit of financial advice and compete against independent financial advisors.
3. Tax Incentives Supporting Investment: Strongly support the preservation and enhancement of tax incentives for Americans to responsibly invest for a dignified retirement, the education of their children, the cost of healthcare, and to achieve other financial goals with the help of an independent financial advisor.
4. Taxes on Financial Services: Strongly opposing legislation designed to impose taxes on financial services.