Registered Representative Support Program

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As part of our mission to support the SBDA community with programs designed to enhance competitiveness and compliance, we are pleased to bring to your attention the Registered Representative Support Program, designed by Dr. David Greth of IP Investors, LLC.

It is our belief that this program is uniquely suited to the needs of independent broker-dealers who are interested in enhancing representative productivity, meeting compliance requirements to keep clients informed of changes in the status of specific holdings, and developing an alternative central office income stream.

Independent research confirms that under the proper conditions, registered representatives may become up to 800% more productive, without engaging in expensive advertising or cold calling. Instead, the program focuses on increasing the frequency and quality of communication with current and potential clients through active engagement and a craftsman’s understanding of market dynamics.

Daily supports are customized to meet the needs of each individual representative, and include market breakdown and strategy discussion, review of focus stocks, active tracking of individual equity, fund, and ETF positions (with moving averages and specific stop loss points) and proprietary time-tracking of individual position internal strength characteristics. It is a goal of the program to provide each representative with extensive back-office support, including on-demand email strategy consultation, for a cost far less than most weekly news letters (including a continuing B/D concession).

Each participant is provided with an instruction manual and access to live coaching, sufficient to create total program familiarity in 2 hours or less. In addition, on request, all program material and daily updates may be re-branded and offered through the sponsoring broker-dealer’s central office.

To receive descriptive materials and a multimedia CD describing the program in more detail, please contact Dr.Greth directly at 610-301-4250 or call/email us at Plexus Consulting.