

## INVESTMENT ADVISOR'S CORRESPONDENT CLEARING FIRM PARTNERS

**AS SQUEEZED PROFIT** margins continue to bedevil independent broker/dealers in the wake of the financial crisis, those B/Ds' clearing firms have become more important than ever to their correspondent broker/dealers and to representatives alike. As reps conduct more due diligence on all sorts of investments, the research provided by clearing firms becomes more crucial. As reps and B/Ds seek more efficiency and to offer more and better services to clients, technology platforms like NetX360 with its Black Diamond reporting software from the biggest clearing firm, Pershing, can make a serious difference. So, too, can access to IPOs from KKR and Deutsche Bank, and a Roth IRA conversion calculator, from Fidelity's National Financial unit. It's no coincidence that both those firms also serve RIAs, and have broken down the firewalls that formerly separated their B/D technology from their RIA offerings. —**James J. Green**

### FIRST SOUTHWEST COMPANY

800-678-3792 • www.firstswclearing.com

**Years in the clearing firm business:** 24  
**Number of correspondents:** 73  
**Amount of excess SIPC coverage:** Net equity value of the account  
**Firm's Self Description:** Provides clients with Internet solutions, including trade confirms, acct. statements, forms, and reports. Powered by the SIS/ADP system, the FSAccess broker workstation provides an Internet-based front end.

### JEFFERIES & COMPANY, INC.

201-761-7600 • www.jefferies.com.com

**Years in the clearing firm business:** 40  
**Number of correspondents:** 48  
**Amount of excess SIPC coverage:** NA  
**Firm's Self Description:** Clients are connected to a well-tenured service team that understands their business and can respond with valuable solutions and advice. Custom solutions allow clients to operate their businesses at optimal levels.

### MF GLOBAL INC.

800-899-4525 • www.mfglobal.com

**Years in the clearing firm business:** 30+  
**Number of correspondents:** 10  
**Amount of excess SIPC coverage:** \$100 million aggregate limit  
**Firm's Self Description:** A world leader in execution and clearing services for exchange-traded and OTC derivative products as well as for non-derivative foreign exchange, equities, and fixed-income products in the cash market.

### MESIROW FINANCIAL, INC.

800-453-0600 • www.mesirowfinancial.com

**Years in the clearing firm business:** 38  
**Number of correspondents:** 80  
**Amount of excess SIPC coverage:** \$35 million  
**Firm's Self Description:** By expanding the range of services B/Ds can offer to their clients, we help them deepen their client relationships. In addition, firms benefit from revenue-enhancement opportunities as a result of cross referrals.

### INTERACTIVE BROKERS LLC.

877-442-2757 • www.interactivebrokers.com

**Years in the clearing firm business:** 16  
**Number of correspondents:** NA  
**Amount of excess SIPC coverage:** \$29.5 million  
**Firm's Self Description:** Provides clients with direct electronic access to over 80 market centers globally, allowing clearing customers to trade equities, options, futures, foreign exchange, commodities, mutual funds, and bonds.

### LEGENT CLEARING LLC.

877-877-0217 • www.legentclearing.com

**Years in the clearing firm business:** 9  
**Number of correspondents:** 80  
**Amount of excess SIPC coverage:** \$25 million  
**Firm's Self Description:** We do not compete against our correspondents and we enable our correspondents to actively participate in strategic solutions to drive their businesses forward.

### MERRILL LYNCH & CO., INC.\*

800-246-0561 • www.broadcort.com • www.mlprocc.ml.com

**Years in the clearing firm business:** 30  
**Number of correspondents:** 247  
**Amount of excess SIPC coverage:** NP  
**Firm's Self Description:** A leading provider of clearing and execution services, offerings include U.S. and int'l. equities, options, fixed income, commodities, correspondent prime brokerage, and access to Merrill Lynch's stock loan desk.  
*\*Broadcort & Merrill Lynch Professional Clearing Corp.*

### NATIONAL FINANCIAL, A FIDELITY INVESTMENTS CO.

800-752-7053 • www.nationalfinancial.com

**Years in the clearing firm business:** 27  
**Number of correspondents:** 300+  
**Amount of excess SIPC coverage:** Full Net Equity  
**Firm's Self Description:** We give B/Ds the dedicated service, sophisticated technologies, and array of solutions for investors, brokers, and advisors to help grow their business.

### PENSON WORLDWIDE

800-696-3585 • www.penson.com

**Years in the clearing firm business:** 14  
**Number of correspondents:** 287  
**Amount of excess SIPC coverage:** \$34.5  
**Firm's Self Description:** NA

### PERSHING LLC.

866-269-8293 • www.pershing.com

**Years in the clearing firm business:** 71  
**Number of correspondents:** 1,150+  
**Amount of excess SIPC coverage:** NA  
**Firm's Self Description:** We are committed to service excellence and providing dependable operational support, robust trading services, flexible technology, an expansive array of investment solutions, and practice management programs.

### RAYMOND JAMES & ASSOCIATES, INC.

888-752-5327 • www.rjclearing.com

**Years in the clearing firm business:** 23  
**Number of correspondents:** 42  
**Amount of excess SIPC coverage:** NA  
**Firm's Self Description:** Provides personal approach and customized programs.

### RBC CORRESPONDENT SERVICES

888-462-1816 • www.rbc-cs.com.com

**Years in the clearing firm business:** 30  
**Number of correspondents:** 170  
**Amount of excess SIPC coverage:** \$100 million  
**Firm's Self Description:** We are a wealth management-focused clearing firm that is a proactive partner, oriented toward supporting financial consultants in the high-net-worth wealth management market.

### SOUTHWEST SECURITIES, INC.

877-797-6613 • www.swsclearingservices.com

**Years in the clearing firm business:** 37  
**Number of correspondents:** 200+  
**Amount of excess SIPC coverage:** Unlimited  
**Firm's Self Description:** We provide product, service, and technology offerings through our personalized approach to client service and through our relationship managers.

### STERNE AGEE CLEARING, INC.

800-264-4863 • www.sterneagee.com

**Years in the clearing firm business:** 100  
**Number of correspondents:** NA  
**Amount of excess SIPC coverage:** \$24.5 million  
**Firm's Self Description:** We are a 100 year-old regional vertical integrated firm offering personalized, hands-on, prompt response to liaison personnel and a state-of-the-art flexible software system.

### TERRA NOVA FINANCIAL LLC.

800-228-4216 • www.tnfg.com

**Years in the clearing firm business:** 5  
**Number of correspondents:** NA  
**Amount of excess SIPC coverage:** \$40 million  
**Firm's Self Description:** Provides customized solutions including execution, clearing, account custody, portfolio analysis, risk management, Web-based portfolio analysis, stock loan, and real-time data reporting.

### TRIAD SECURITIES

800-221-8440 • www.triadsecurities.com

**Years in the clearing firm business:** 23  
**Number of correspondents:** 275  
**Amount of excess SIPC coverage:** \$600 million aggregate  
**Firm's Self Description:** Provides full prime brokerage service for smaller hedge fund and trading partnerships; consensus IPO/secondary reports.

### WEDBUSH SECURITIES

213-688-8000 • www.wedbush.com

**Years in the clearing firm business:** 38  
**Number of correspondents:** 100+  
**Amount of excess SIPC coverage:** \$100 million  
**Firm's Self Description:** Ranked #1 liquidity provider on Nasdaq since 6/06; relationship driving, customized, flexible clearing solutions; financial stability in the marketplace.