



WWW.TNFA.NET

KNOW BEFORE YOU GO



CORE BELIEFS:

- Culture of Trust
- Position of Strength
- Attitude of Teamwork
- Advisor Driven Commitment
- Philosophy of Independence

OUR VALUES:

Faith, Family, Finance, Fitness, & Fun.

This has always been the foundation of our firm.

LEADERSHIP:

1981



ROBERT "BOB" WAGNER

Founded in 1981, in San Antonio Texas, the firm has evolved from a group of insurance and mutual fund representatives to a full-service wealth management company. In 2007, Reagan Wagner, Bob Wagner and Joel Swinehart joined forces to form what is now National Financial Alliance, LLC. Currently the firm has grown to 17 support staff members serving over 200 entrepreneurs through Insurance, Brokerage and Advisory Services.



2001



REAGAN WAGNER

Reagan Wagner, Bob Wagner's son, is CEO, Managing Principal and joined his father in 2001. Reagan's recognitions include:

- MDRT
- Five Star Professional
- Forum 400
- John Maxwell Team



2004



KRISTEN WAGNER

Kristen Wagner is currently the COO and Partner. She joined the Alliance in 2004 as an Advisor, in 2008 named Director of Operations for the RIA and earned partnership in 2016. Kristen is also a part of the LPL Womens's Group.



CAPABILITIES:

NFA offers multiple program options for affiliation, with the flexibility for changes:

- Bundled Service Model: registration fee assistance, VOIP phone, reception, server systems, client management systems and complete back office support, completely virtual.
- Premier Advisor Program: a flat fee for only the services you utilize and need, with the ability to start small and increase the services as your practice grows
- Independent Model: utilized to leverage supervision and compliance and take advantage of dedicated resources with various outside custodians.

Each affiliation offers participation in the Monthly Build Your Business and What's Working Calls with NFA Top Advisors or Product Partners, Quarterly Investment Calls, Annual Kick-Off Meeting, Mid-Year Meeting and Internal Web based Training Systems.

**EVERY ADVISOR IS CONSIDERED INDEPENDENT,
BUT NEVER ALONE.**



TRANSITION DEAL & ONGOING PAYOUT:

Affiliation to the Alliance would determine the transition deal and payout. Transition Assistance has been based on Gross Dealer Concession, Assets Under Management, Product Type, and the actual assets transitioned over. Notes are generally for 7 years and are considered forgivable depending on the structure and obligations that are met.

NFA has not lowered advisor compensation due to Assets Under Management or account size since inception.

SUPPORT STAFF & EXPENSES:

Prior to your move, you will be provided time with an outside legal team to answer any questions or address any concerns you may have regarding your current contract and the transition.

Your staff is important to NFA. Our goal is for you, your staff, and clients to see minimal change in day to day activities. We have a support team in place to assist throughout the transition.

GROWTH:

The management and support team at NFA are focused on your success, as our success is directly linked to that of our advisors. Only by helping you pursue your goals, will we achieve ours. We will enable you to create and grow a highly profitable business by providing the services and tools to meet the needs of your clients. We offer monthly calls with top advisors and our product partners. There are two educational conferences annually and you have direct access to the curated list of financial planning tools, calculators, articles, and virtual training modules through our website.

When are ready to grow the practice by adding additional advisors, we have a recruiting team on staff to assist.

SUCCESSION PLANNING:

Through your association with NFA, we provide succession planning for your practice. Whether you are ready to slow down, or completely retire; we have the ability to assist you. We will work together to find the right individual or individuals as your succession plan. We will also protect your family in a case of death, disability, or other long term situations You are in full control.



REFERENCES:

References available upon request. You have the ability to talk with any of our advisors. We would like to know as much about your practice as possible in order to introduce you to someone with a similar practice for comparison.

INSTINCTS:

It's not just about the money.... It's About Life!

What is right for you and your family?



LPL FINANCIAL:

LPL Financial is the largest independent Broker Dealer in the US. \$150 Million was set aside in 2020 for Technology, to automate submission and compliance programs to be virtually paperless. Their size does come with some complexity.

Joining NFA offers the ability for direct support and make the big organization manageable. With over \$1.3 Billion in AUM, this allows us a seat at the table. We offer a variety of ways to affiliate, as each advisor is as unique as his/her practice with support second to none.