



Benefits, Services, and Fees for Prospective Advisors

Lombard is a boutique broker-dealer and RIA headquartered in Baltimore. Founded in 1990, the firm models itself after the quality regional firms of old, providing low cost, full service, and support to independent financial advisors. We offer experienced, conservative management and pride ourselves on personal service both to our representatives, and their clients.

BROKERAGE SERVICES

- Clearing through First Clearing: Turnkey back office - trading, money movement, activity, online bond inventories, online forms, E Signature, PDF client documents-statements, 1099s and confirms, trade and commission blotters, money-line, etc. Reports include performance, P&L, income, activity, and commissions.
- Our website includes access to firm email, new account forms, operations and compliance forms, manuals, research, and firm news.
- Full-Service RIA – Firm Proprietary, or SMA and Mutual Fund programs through Wells Fargo Advisors
- Research Suite – CFRA MarketScope Advisor (free access) comprehensive stock, ETF, mutual fund research, and Wells Fargo comprehensive research offerings through the clearing firm platform.

HOME OFFICE SERVICES

- Client access to home office staff including principals
- Transition assistance - ACAT, and dealer change letters prepared and mailed by our staff with full transition assistance.
- Monthly payroll - Advances paid anytime so long as commissions/fees have been paid. • Advisor Service call in support: System Training, trading desk, cashiering, new accounts, and other general operations

ADVISOR PAYOUTS AND FEES (BD and RIA) Gross Production

- Up to 70% to \$50,000*
- 80% from 50,000 -150,000*
- 85% from 150,000 - 250,000
- Above 250,000 - negotiable

*If rep reaches 50k or 200k before year end, he will be paid **retroactively** at the higher payout rate from beginning of new year.

TICKET CHARGES (for BD and RIA)

BD only - Stocks and options - 26.00 per trade (no penalty for discounting) BD Only

RIA Only - Stocks and ETFs 15.00 per trade – no basis pts. charge on firm

proprietary program

Funds - \$10.00 , exchanges 5 per side. PIPS/SWIPS 2.50

Bonds - 22.00: Mortgage Backed Securities 25.00, UITs - 22.00 CDs – 22.00

Fees:

1. Monthly Fee – Combined E&O, technology, and compliance \$205.00
2. FINRA and State Registration Fees – Varies by state: plus FINRA Annual Registration Fee
3. Continuing Education – 30 Firm Element annually: Regulatory CE – 58.00 every three years
4. Smartstation Platform Fee: From \$70.00 to \$140.00 per month depending on options

**Exchange fees not included for reps who require real time quotes*