



Congratulations to NPC Representatives Brad Stark (#26), Dale Cebert (#32), Dean Barber (#36), John Horseman (#41), Pat Vitucci (#47) and Mark Kemp (#95), who were all listed in *Registered Rep's* Top 100 Independent B/D Advisors for 2011 (based on total AUM)! [Click here](#) to view the entire list.



NPC OSJ Manager Helene Robertson (Socially Responsible Investing - Seattle, WA) was quoted in "Close - But Not Too Close," an article published in the *Wall Street Journal* on September 19, 2011. The article focuses on the need for financial planners to become more involved with their clients' personal lives, while still being able to maintain the emotional distance to assist investors in making appropriate, educated decisions. [Click here](#) to read the full article.



NPC Representatives Mary Kusske (Kuske Financial Management - Burnsville, MN) and Taylor Ranker II (Ranker-Hanshaw Financial - Harrisburg, PA) were featured in "Client Strategies," an article in the October 2011 edition of the Insured Retirement Institute's *Insight* publication. The article is centered around some of the different strategies utilized by successful Representatives to build client trust. [Click here](#) to read the full article*.

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NPC Representative Dean Barber of Barber Financial Group in Lenexa, KS was quoted in "Pass the Pepto. Market Volatility Here to Stay," an article published on the *CNN Money* website on August 10, 2011. The article focused on the market turbulence in August through the eyes of various industry experts. [Click here](#) to read the full article.



Congratulations to NPC OSJ Manager Joe Russo, who in January 2012 will become the first financial advisor to chair the board of the Financial Services Institute (FSI). Joe, is chairman and CEO of Advantage Financial Group (AFG), NPC's number one OSJ office. Advantage currently serves as the OSJ for 54 separate branch offices.

FSI Members: Keep a look out for a profile of Joe in the December issue of *FSIVoice*, the official publication of the Financial Services Institute. [Click here](#) to learn more about the benefits of becoming a member of FSI, the advocacy voice of independent financial Broker-Dealers and Representatives.