



8510 Colonnade Center Drive
Suite 101
Raleigh, NC 27615
Phone: 919-546-0400
Fax: 919-546-0888

MAIN OFFICE LOCATIONS
Raleigh, NC; Richmond, Roanoke,
Reston, VA

www.capitolfinancialsolutions.com



Robert C. Turner, CLU
President and CEO

.....

SALES MANAGERS

Randy J. Hebert, CLTC
William D. Smith, CLTC
Kristopher T. Olexy, CLTC
Jeffrey Layne, CLU, ChFC
William R. Terry II
William Simkins

VP OF BUSINESS DEVELOPMENT

Brian T. Propst, LUTCF, CLTC

DIRECTOR OF MARKETING

Chessie Ralston

DIRECTOR OF OPERATIONS

Allison Sharpe

DIRECTOR OF FINANCE

Tonya Hershberger

Capitol Financial Solutions (CFS), Member of John Hancock Financial Network, is a high energy, positive financial firm that takes to heart the acronym **PRIDE**: Professionalism, Real Value, Integrity, Demonstrated Financial Strength, and Employer of Choice. The firm cultivates a culture that stresses balance in working hard to achieve high levels of business success by enhancing family, personal, and community life. A growing firm, CFS has doubled the number of financial representatives in the last two years. It offers three options for affiliation based on level of independence and support desired. Resources and practice management support are customized for each financial representative based on affiliation and business vision. By supporting the way its financial representatives envision their success, the firm offers the resources, experience, and specialty services they need to assist their clients in the accumulation and protection of wealth.

Resources

- Open product platform with a comprehensive range of high quality protection, investment, and advisory products from leading carriers including John Hancock.
- Access to a top-tier broker dealer, Signator Investors, Inc., providing a robust operational platform to facilitate your business.
- A seasoned in-house insurance brokerage group to support independent brokers with product access, case design, and operational support
- A sophisticated estate and business planning group provided by the John Hancock Advanced Markets Group, consisting of experienced attorneys, accountants, actuaries, and case design specialists. This service is available to financial representatives working with current and prospective clients.
- Field Advisory Board in each independent affiliated firm provides feedback and recommendations for improvements to the firm as well as input to investments made for growth strategies.
- Firm specialists in investments and long-term care insurance.

Practice Management

- Innovative marketing support managed by full-time Marketing Director and Marketing Assistant, including 90-day action plans, third party target marketing training and consulting, branding assistance, publicity, and personalized marketing collateral.
- Ability to participate in highly successful and visible firm-level client appreciation and community events.
- Lead program to match current clients to active associates for new marketing opportunities.
- Professional development and training platform including proprietary client centered selling system, best practice and case study discussion groups, boot camps on products and advanced markets, and role play sessions for newer representatives. Online resource library for group or individual study.
- Successful mentoring and joint work program offered and encouraged.
- Build4Success, an equity and succession platform providing support for the purchase or sale of your business. This platform includes valuation models, financing support, tax allocation strategies, and transition planning.
- New experienced representatives work directly with the firm's transition team, comprised of management, licensing, and contracting experts as well as the Director of Operations, to transition business effectively.

Recognition

Sales Growth Leader within John Hancock Financial Network; Leader in LTC sales; GAMA Diamond Award, 2009; Past President of the JHFN Managing Partners Association; John Hancock Field Management Award, 2002; John Hancock Quality Award, 2001; John Hancock Citation Award, 2002, 2003, 2006; John Hancock LTC Million Dollar Agency since 2001

80 FINANCIAL REPRESENTATIVES

WE ARE STRONGLY COMMITTED TO DIVERSITY AND EQUAL OPPORTUNITY

Registered Representative/Securities and Investment Advisory Services offered through Signator Investors, Inc., member FINRA, SIPC, a Registered Investment Advisor.
197 Clarendon St., Boston, MA 02116. JHFNCFCS 02/10