

CONNECTICUT

FINANCIAL
LEADERSAs Seen In... *Forbes*, June 24, 2013Financial Network Limited Fosters a
Culture of Trust*Family Owned and Operated for Nearly 30 Years*

Michael J. Del Re III

- Past president of the Connecticut Benefit Brokers Association
- Named by the Defined Contribution Plan Institute as one of the nation's 300 Most Influential Advisors in the Defined Contribution Industry
- Discussed best practices in employer-sponsored retirement plan services as a panelist at an ING Broker-Dealers' National Conference
- Will serve as a panelist in August at the Cambridge Retirement Plan Summit in Philadelphia

For many investors today, the biggest challenge is to know who they can trust to help them make smart financial decisions and to manage their money with integrity. For a growing number of individuals and business owners throughout Connecticut, the answer is Financial Network Limited (FNL). FNL provides personalized investment strategies for individuals and families, as well as a full range of employee benefit programs for businesses, with an emphasis on the design and management of employer-sponsored retirement plans.

Family owned and operated for nearly 30 years, FNL was founded by Michael J. Del Re Jr. (who remains active in the practice today) and has experienced steady growth over the years, primarily as a result of word-of-mouth referrals from clients and professional contacts (CPAs and attorneys). After joining the firm in 1994, Michael's son, Michael Del Re III, ChFC®, REBC®, AIF®, took over the management of the firm's daily operations in 2005. Del Re III continues to uphold the company's longstanding traditions of personal service, professionalism and integrity. "We take pride in knowing that we still serve many clients, both on the corporate and individual levels, who have been with us since we began doing business in the '80s," says Del Re III.

Independence. Insight. Integrity.

Not only does the firm have fiduciary¹ responsibility for most of its clientele, it is one of only a few Cambridge Investment Research² advisors nationally that are permitted to provide ERISA 3(38) services. "Within the context of an ERISA-governed retirement plan, our fiduciary respon-

sibility reduces plan sponsors' liability, and provides additional peace of mind to a plan sponsor. Sometimes even the best plans run into obstacles, and that's where FNL can help," Del Re III says.

As an independent financial services firm, FNL has access to a vast array of nonproprietary products and services, giving advisors the ability to tailor solutions to each client's specific needs. "Our individual wealth management clients benefit from the formalized portfolio construction and review processes we've developed over the years for our 401(k) practice," Del Re III says. "We are committed to giving unbiased investment advice that helps our clients reach their financial goals."



Left to right: (standing) Bob Pascarell, Mike Del Re Jr., Marsha Kochiss, Mike Del Re III; (seated) Judy Wallace, Stephanie Edwards, Donna Del Re, Liz Basile, MJ Hoyt

Even with formalized processes, FNL has maintained personal relationships with its clientele. "Our clients are more than just numbers at FNL," Del Re III says. "We're large enough to get the job done well, but small enough to care about each client on a more personal level."

FINANCIAL NETWORK
L I M I T E D

Employee Benefits, Investments & Insurance

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¹ A Fiduciary Standard legally and ethically binds a financial professional to a higher standard of responsibility to place clients' interests ahead of its own.

² Cambridge Investment Research, Inc. (Cambridge), member FINRA/SIPC, is an independent, privately owned broker-dealer with over 2,300 independent registered representatives and \$50.9 billion in assets under management. *Financial Planning* magazine, June "FP50," Top 50 Independent Broker-Dealers Issue, 2001-2012.

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