

JOIN US VIRTUALLY SEPTEMBER - OCTOBER 2021

FIRST CLEARING SPEAKER SERIES

Unique Perspectives, meaningful insights and hopeful inspiration

October 6, 2021 at 3:15 – 4:00 p.m. Central Time

Session Title: Building a High Performance Team

Speaker: Tina Downing, CPVA®, CPBA®, RCC®, Senior Director and Lead, Business Consulting, Russell Investments

You're part of a team—and maybe you even lead it. But is it as efficient and high-performing as it could be? For instance, does your team consistently challenge the status quo, focus on what client's value most, prioritize new business development, and client engagement strategies while optimizing capacity? Does each team member understand and embrace their role and how it contributes to the vision and mission of the team? Gain insights and practical approaches to help you refine your team strategy and structure to potentially achieve breakthrough performance.

Speaker Bio:

Tina Downing a senior director and lead in Russell Investments' Advisor & Intermediary Solutions Portfolio & Business Consulting group. In this role, Tina delivers strategic business planning and ongoing consulting to investment advisors across the U.S. and Canada. Tina's strengths in critical thinking, program management, content development, team building, and executive consulting, help financial advisors build more successful advisory practices. Tina resides in St. Louis, MO.

Tina joined Russell Investments in 2018, bringing with her over 30 years in the financial industry, including producing branch manager at Stifel Nicolaus, and heading organizational development & knowledge management at Morgan Stanley, and, most recently, vice president of strategic relationship management at Prudential Annuities Division. Tina began her financial career in 1989 at PaineWebber, Inc. She holds a B.S. in Management and Leadership at Capella University, a M.A., in Management and Leadership at Webster University. She is a Certified Professional Values Analyst®,

Certified Professional Behavior Analyst®, a Registered Corporate Coach™, a Licensed

Registered Representative, FINRA Series 7, 8, 63, 65
First Clearing is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company. The views expressed by non-affiliated guest speakers are their own and do not necessarily reflect the opinion of First Clearing or its affiliates. First Clearing and its affiliates do not endorse any guest speakers or their companies and, therefore, give no assurances as to the quality of their product or services. 0921-01040

For Broker-Dealer and Registered Investment Advisors Use Only – Not to be distributed to the General Public