

Victoria Bowen **President, Bowen Enterprises**

Taking her marketing degree from [insert school for credibility] to the financial services industry in [insert year] was a natural fit for Victoria Bowen, President of Bowen Enterprises. For over a decade, Victoria worked hard to build, maintain and nourish the independent financial advisors who came to the broker dealer for whom she worked. She says, “I loved watching people turn their dreams of owning an independent practice into reality.”

Victoria worked her way up the organizational chain, from Customer Service Representative through Senior Relationship Manager, and eventually left the firm as a Senior Vice-President and Operations Manager. Along the way, she learned her vocation from the inside out, focusing on building and maintaining relationships and understanding how each step of the operational chain provided support for the financial advisors she served within the various parameters of the securities industry.

From day one, Victoria’s primary duty was to provide direct assistance to over 150 independent branch offices and the advisors within them. She gained intimate knowledge of the aspirations and challenges facing these independents and worked hard to help them meet both.

As a licensed financial professional, Victoria understands the demands and rewards of the industry as well as the crucial role a broker dealer can play in the success of an independent practice. She also understands the importance of having well-organized and efficient systems and procedures in place to best serve clients while maintaining a compliant practice.

When Victoria decided to open her own consultation firm in [insert year], she knew that all the knowledge she had gained would provide valuable insight to her clients. Victoria says, “While I enjoyed working with independent financial advisors, I was also interested in working with them at the *beginning* of the process when they were still mulling the idea of going independent.”

Surprisingly, the industry doesn’t have much assistance for those financial advisors considering a jump from a wirehouse to independent practice. Victoria adds, “There are a bunch of recruitment firm websites offering to match a financial advisor with a broker dealer. But that’s not the first step in the decision-making process. Over the years, I’ve seen many success stories as well as situations that didn’t work out. I believe I can offer insight to people who are still considering the move. Going independent isn’t for everyone. And even if it *is* the right move for a person, it’s still critical that he or she does planning up front.”

Today, Victoria works out of her Chelmsford, Massachusetts, office with clients who are considering making the move to independent practice. “My goal,” she says, “is not to

convince someone to go independent, but to work with him or her in deciding if independent practice is the right fit for this person's career and life.”

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Series 7, Series 63, Series 24, Series 4,
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