



VOICE OF INDEPENDENT FINANCIAL SERVICES FIRMS
AND INDEPENDENT FINANCIAL ADVISORS



FOR IMMEDIATE RELEASE:
January 4, 2012

Contacts:
Please see below

Ladenburg Thalmann and Financial Services Institute (FSI) Partner to Advance Advocacy Mission & Bolster Financial Advisor Momentum *Partnership Brings Approximately 2,700 New Advisors to FSI Membership*

MIAMI, FL & WASHINGTON, D.C. – Ladenburg Thalmann Financial Services Inc. (NYSE Amex: LTS) and the Financial Services Institute (FSI) today announced that all three of Ladenburg’s independent broker-dealer subsidiaries – Securities America, Triad Advisors and Investacorp – as well as their approximately 2,700 affiliated independent financial advisors are now FSI members for 2012. With the addition of the Ladenburg Thalmann advisors, FSI’s financial advisor membership count is now more than 33,000 financial advisors.

Richard Lampen, President and Chief Executive Officer of Ladenburg, stated: “The FSI is a strong advocate for the independent broker-dealer and independent financial advisor community and we’re pleased to be partnering with this organization to help advance its important mission. With Triad, Investacorp and the recent addition of Securities America, Ladenburg has approximately \$70 billion in client assets and is in a leadership position in the attractive independent brokerage and advisory space, one of the most vibrant areas in the financial services industry. By enrolling all of our 2,700 independent financial advisors in the FSI, we’re helping to ensure that our advisors’ voices are heard in Washington and the states in which they operate as we continue to grow the Ladenburg franchise.”

FSI’s EVP & COO, Keith Kelly, added: “The momentum our members are creating is infectious and will pay off in big ways this year. The simple fact is, with commitment like this from firms like Ladenburg Thalmann, the possibilities of what FSI can accomplish for all of its members are limitless. Every new partnership brings us one step closer to creating a healthier, more business-friendly environment for our members to thrive.”

Kelly continued, “For FSI financial advisor members, there is no secret or confusion about what you get: it is strong and effective advocacy – period. Our member firms and their financial advisors are the best in the business at providing unbiased advice to hard-working Americans. FSI works every day to protect the independent business model; and every independent financial advisor should take control of their future and join the fight to protect their business by [becoming an FSI financial advisor member](#).”

In addition to advocacy, FSI financial advisor members receive: free, on-demand, members-only Web conferences and podcasts on timely advocacy related-topics critical to their business; quarterly advisor briefing calls; access to analyses of regulatory and legislative proposals; an Advocacy Action Center to easily communicate with legislators and regulators; opportunities to visit Capitol Hill and educate lawmakers; and exclusive FSI publications and communications.

About the Financial Services Institute (FSI): FSI is an advocacy organization for independent financial services firms and independent financial advisors. Established in January 2004, FSI has 124 financial

services firm members and over 30,000 financial advisor members. FSI member firms have upwards of 180,000 financial advisors affiliated with them. FSI's mission is to create a more responsible regulatory environment for independent broker-dealers and their affiliated independent financial advisors through effective advocacy, education and public awareness. FSI's strategy includes involvement in FINRA governance, constructive engagement in the regulatory process and effective influence on the legislative process. For more information, please visit www.financialservices.org.

About Ladenburg Thalmann Financial Services: Ladenburg Thalmann Financial Services is engaged in independent brokerage and advisory services, investment banking, equity research, institutional sales and trading, and asset management services through its principal subsidiaries, Ladenburg Thalmann & Co. Inc., Investacorp, Inc., Triad Advisors, Inc. and Securities America, Inc., which together have approximately 2,700 financial advisors and approximately \$70 billion in client assets. Founded in 1876 and a New York Stock Exchange member since 1879, Ladenburg Thalmann & Co. is a full service investment banking and brokerage firm providing services principally for middle market and emerging growth companies and high net worth individuals. Investacorp, Inc., a leading independent broker-dealer headquartered in Miami, Florida, has been serving the independent registered representative community since 1978. Founded in 1998, Triad Advisors, Inc. is a leading independent broker-dealer and registered investment advisor headquartered in Norcross, Georgia that offers a broad menu of products, services and total wealth management solutions. Securities America, based in Omaha, Nebraska, was founded in 1984 and is one of the largest and most successful independent broker-dealers in the country. Ladenburg Thalmann Financial Services is based in Miami, Florida. Ladenburg Thalmann & Co. is based in New York City, New York with regional offices in Miami and Boca Raton, Florida; Melville, New York; and Princeton, New Jersey. For more information, please visit www.ladenburg.com.

-- END --

Financial Services Institute Media Contact

Chris Paulitz
(202) 204-6424
chris.paulitz@financialservices.org

Ladenburg Thalmann Media Contact

Paul Caminiti / Jonathan Doorley
Sard Verbinnen & Co
(212) 687 – 8080
jdoorley@sardverb.com