

# Gale A. Brodie, CRPC

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## Summary

Amiable Investment Consultant skilled in creating constructive cooperative relationships. A solid leader who can guide within clients' goals and expectations. I am comfortable being a Leader and working with others. Experienced Financial Advisor who advises and consults with clients in complex financial situations and obligations to maximize their investment results and minimize risk.

## Highlights

- FINRA Series 7, 63 & 65
- California Life, LTC & Variable licenses
- Chartered Retirement Planning Counselor, CRPC
- Registered since 1985

## Values

\*Tenacious \*Values & goal-driven \*Great listener \* Excellent relationship builder  
\*Focused \* Goals driven \*Easy sense of humor \*Empathetic \* Sympathetic  
\*Ability to explain complex ideas in layman's terms \* willing to seek new ideas  
\*Still striving to be the human my dog thinks I am!

## Past Accomplishments

Past President Sacramento Valley Chapter of Individual Investors

Former Member NASD Board of Arbitrators

Past President California Condominium Counsel

Past President Sacramento Condominium Association

Leaders Conference, MetLife

Associate Vice President, Investments Dean Witter Reynolds

Associated Vice President, Investments, Morgan Stanley

SmartVestor Pro, Dave Ramsey INC

## **Accomplishments**

Emergency call from CPA of widow of her surgeon client. Surgeon's retirement plan had fully distributed approx. \$1 million of assets to widow's checking account. The statutory 60 day rollover clock was expiring in 3 business days. We managed to get funds back into former retirement plan, open IRA Rollover for widow and correctly rollover assets into the IRA account. We then moved other non-qualified assets away from underperforming bank managed trust. Widow was my client for 20 years until her passing. Kids spent what was left!

## **Philosophy**

Throughout my career, I have been fortunate to be able to work with clients in diverse backgrounds, experience & lifestyles; drilling down to what is important to each client and their loved ones. Money is a ticket to a lifestyle. Keeping as much as possible in my client's pockets instead of sending it to Uncle Sam is part of the considerations. The other part is the ability to sleep easy with one's investments during the various financial cycles is where I bring the most value to my relationships.