

# Dan Pinkerton joins 'Winner's Circle'

## Eight from Idaho part of group of top U.S. advisors

**W**ealth is created in every corner of this great nation.

Yet every region of the country develops its own brand of business, be it farming, manufacturing, education or technology, based on the local resources and the personal strengths of the people who settle there.

Dan Pinkerton, from Pinkerton Financial Specialists, is part of this group.

Financial advisors who earn The Winner's Circle honors in each state deftly tailor Wall Street-caliber solutions to meet the specialized wealth-management needs of their communities.

Customization has never been more critical. The fast pace of global growth threatens clients' businesses like never before, and yet it also offers enticing opportunities.

For example, demand for goods and services is soaring in developing countries like Brazil, Russia, India and China, which contain some 40 percent of the world's population.

As a result, commodity prices are spiking. But US companies paying more for raw materials may enjoy increased pricing power for their finished products — if their business plans are sound.

Similarly, individuals need sound financial plans to achieve their goals. That's where best-in-class Winner's Circle financial advisors come in.

They add value to clients' lives — and their businesses — whether through smart investing or plugged-in networking.

As Winner's Circle advisory board member Jim Donley, president of Wachovia Securities, puts it: "These Winner's Circle advisors are leaders in their communities and among their clients.

They bring the global savvy of Wall Street to Main Streets around the country."

Their community connections are equally important. Most of the advisors setting the standard in these sometimes far-flung regions grew up in the area. They understand their clients' personal concerns and businesses. And they are active in local organizations, volunteering for charities, helping



**The local Pinkerton Retirement Specialists team includes, from left, Ron Glendening, Dan Pinkerton, and Walter Beggs.**

to manage endowments and lending a hand at schools and colleges.

The Winner's Circle team scoured the country for outstanding advisors. In addition to the quantitative and qualitative criteria we typically use, we focused on a diversity of advisors, from smaller

retail accounts up to the ultra-affluent, as well as various locations within each state.

In doing so, we unearthed a plethora of business models perfectly suited to their environments

**CIRCLE continued on 5**

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— especially the small-town independents who simply specialize in their small towns.

In today's complex world, there are no shortcuts to meeting a client's expectations. Financial advisors must take a personal interest in their clients.

And they must take time to understand the forces driving wealth creation and the risks that endanger it around town and around the globe.

Advisors who've earned their way to The Winner's Circle wouldn't have it any other way — and that's why they're known not just for meeting clients' needs, but for fulfilling their clients' dreams.

At this year's celebratory event, hosted by Franklin

Templeton in New York City, advisors whose business needs were as varied as the locations they came from were anxious to share ideas.

Dan O'Lear, executive vice president of Franklin Templeton Distributors, summed up the event:

"These advisors are ... 100 percent committed to providing superior service to their clients. And what's more, they're willing to share their best practices with others."

To nominate an advisor or find out more information about the program, visit: [www.winnerscircle.net.com](http://www.winnerscircle.net.com).

*For more information about Dan Pinkerton or Pinkerton Financial Services, contact [www.pinkertonretirement.com](http://www.pinkertonretirement.com).*