

District 9 – North Region Candidates

- Nancy L. Heffner – Director of Compliance, Lincoln Investment
- Steven D. Trigili – Chief Compliance Officer, Garden State Securities, Inc.

Candidate Profile Form—Regional Committee Election

Candidate Name: Nancy L. Heffner

Title: Director of Compliance

Firm: Lincoln Investment

Candidate Biography and Personal Statement

I have been employed by Lincoln Investment since 1985. I have held various positions within the firm and have been the Director of Compliance since 2000. I am primarily responsible to be the liaison for all regulatory inquiries, ensure the firm's policies and procedures are in compliance with various regulatory requirements, oversee the firm's branch inspection program, advertising/sales literature review program, privacy, outside business activities and private securities transactions, as well as senior/vulnerable adult exploitation investigations. I currently hold the FINRA Series 6, 7, 24, 63, 65 registrations and obtained the Certified Regulatory and Compliance Professional (CRCP) designation from the FINRA Institute at Wharton in October 2004. I was appointed/elected as a member of FINRA's North Region (f/k/a District 9) Committee for the following terms: 6/1/2008 - 12/31/2011 (served as Chair 6/1/2010 - 12/31/2011); 1/1/2012 – 12/31/2014; 1/1/2017 – 12/31/2019. I was appointed by FINRA to the Regulatory Advisory Committee that advises the FINRA Board of Directors on their action items related to rulemaking for the terms 1/1/2013 – 12/31/2014 and 1/1/2017 – 12/31/2017. I am a member of the Financial Services Institute (FSI) and was appointed to the Compliance Advisory Council from 2006 - 2011, served as Vice-Chair in 2009 and Chair in 2010. Since September 2014, I have been representing FSI on the North American Securities Administrators Association's (NASAA's) Advisory Council to help inform the work of NASAA's Committee on Senior Issues and Diminished Capacity. Lastly, I have been a member of the Philadelphia Financial Exploitation Prevention Task Force since August 2018 and was a member of the 2019 steering committee that developed a standardized form for state Adult Protective Services (APS) agencies to request financial records when investigating financial exploitation. It was created to protect the well-being of vulnerable adult victims of financial abuse, while encouraging all financial institutions to promptly provide client records to APS in conformance with state and federal privacy laws.

Having been in the securities industry for the past 35 years has given me the experience and history of rulemaking to understand what is acceptable conduct from an industry perspective as well as reasonableness of the rules and regulations. Our industry is one that is in a state of constant flux and we need to ensure regulations adapt to change but also not be so burdensome on member firms to hamper progress and innovation. Having served on the Regional Committee in the past, I understand the importance of our industry's participation and voicing our concerns, as well as maintaining a collaborative relationship with regulators. Also, being affiliated with an independent broker-dealer, I feel I can add the perspective of this unique business model to the discussions.

Optional Links:

Link to personal website, resume or CV:

Link to YouTube video:

Candidate Profile Form—Regional Committee Election

Candidate Name: Steven D. Trigili

Title: Chief Compliance Officer

Firm: Garden State Securities

Candidate Biography and Personal Statement

My name is Steven Trigili, and I am seeking your vote for re-election to the North Region Committee.

I was elected to the North Region Committee in 2018 to serve a three-year term as your Small Firm Representative here in District 9, and there is still a lot of work to be done. That being said, here is a list of just a few of the items in which I have been involved over the past three years in my role as Committee Member:

- Proposed FINRA Rules 4111 and 9559 - Restricted Firm Obligations - Encouraging transparency in the determination of what classifies a “restricted firm” and fostering an open discussion of the threshold calculations.
- Excessive costs and fees associated with FINRA arbitrations and the impact they have to small firms.
- FINRA Regulatory Notice 19-27 - Issues related to senior investors.
- Additional opportunities for small firms to be involved in the regulatory process and to have their voices heard.

I have worked for small firms for my entire 28 career, and I am presently the Chief Compliance Officer for Garden State Securities, Inc. and Garden State Investment Advisory Services, LLC. a dually-registered BD/IA headquartered in Red Bank, NJ. Additionally:

- I have spoken at the FINRA Annual Conference for the past 3 years, the FINRA North Region Member Forum and - most recently - on a FINRA Virtual Conference Panel on the Supervision of High-Risk Activities (available here: <https://www.finra.org/events-training/virtual-conference-panels/supervision-high-risk-activities>)
- I have been a recurring speaker and panelist at industry conferences and webinars hosted by NRS, NSCP, Regulatory Compliance Watch, and ACAMS since 2003 on topics such as maintaining a robust compliance program for small firms, regulatory trends in examinations, CCO liability, and Reg B-I.
- I have been providing compliance consulting services to small firms and securities attorneys since 2009.

I would like to continue my work on this Committee, and I will continue to advocate for small firms throughout our District. I will continue to provide objective and outspoken representation and will work tirelessly to ensure that our voice is heard.

I have seen the regulatory climate change dramatically. On a daily basis, I am involved with all aspects of managing the compliance program for my firm, and I am continually striving to ensure a strong culture of compliance across the entire organization. Additionally, as the CCO for a dually-registered firm, I am intimately involved with all regulatory matters that span multiple jurisdictions, agencies, and SRO's.

I have been ACAMS-certified since 2010, and I have the Series 7, 24, 55, 63, 65, and 79. I am an adjunct professor of business and management at Bloomfield College and a graduate professor of business at Southern New Hampshire University. I was born and raised along the Jersey Shore. By volunteering my time in the North Region Committee, I will continue to provide a fresh perspective on the challenging regulatory environment in which we all work to support our families on a daily basis.

Optional Links:

Link to personal website, resume or CV: <https://www.linkedin.com/in/stevetrigili/>

Link to YouTube video: <https://www.finra.org/events-training/virtual-conference-panels/supervision-high-risk-activities>