

## Candidate Profile Form—District Committee Election

Candidate Name: Miriam Lefkowitz

Title: Chief Legal Officer

Firm: Summit Equities, 

### Candidate Biography and Personal Statement

#### EXPERIENCED

Since 1995, I have worked for and with a number of privately-held, small and regional dually-registered BD/IA with varying business models, sizes and issues.

- Summit Equities, Inc. is a NJ-based independent contractor BD/IA with approximately 80 RRs with 15 small offices. I have been its CLO since 2014.
- Shufro, Rose & Co., was a BD/IA with an affiliated hedge fund, a single office in New York and 7 RRs. I was its General Counsel for 7 years.
- J.B. Hanauer & Co., was a NJ-based a municipal bond firm with approximately 145 brokers which offered a full range of brokerage and advisory services through its clearing firm's platform. I spent 5 years as the General Counsel/CCO and eventually a Member of the Board of Directors.
- From time to time, I have also represented other small firms in meeting their compliance and regulatory challenges, including serving as an expert witness in a rare instance in which the firm, CEO and CCO prevailed over the SEC in a 2015 administrative proceeding.
- I started my professional career at a law firm representing brokerage firms in arbitrations, inter-broker controversies and employment cases. Before going in house, I worked at the SEC where I had an inside view into how regulatory and enforcement priorities are set.
- I graduated from Columbia Law School and Columbia College.

I am also deeply involved in the securities legal and compliance community. As a Member of the Board of Directors of the National Society of Compliance Professionals (NSCP) and the Chair of the Financial Services Committee of the Association of Corporate Counsel (ACC), I have been actively involved in their advocacy efforts, much as I will be as a District Committee Member. I am also a regular speaker/publisher on securities issues for a number of organizations, including FINRA, with a particular focus on small firm challenges and solutions.

#### STATEMENT

Now, more than ever, small firms need strong, effective advocates who both understand their challenges and have also earned the respect of the regulators. I can do both. I have firsthand experience in how regulatory changes can burden small firms' budgets, disrupt their business models and stretch personnel, and have developed productive relationships with FINRA supervisors, coordinators and examiners throughout my career. My two prior firms ultimately decided not to remain as independent BDs (Shufro became a standalone IA and Hanauer was acquired by RBC) in light of the challenges upon them. The trends that have made it increasing difficult for smaller firms to maintain their distinct identities and service their clients are accelerating with the implementation of the DOL fiduciary duty rule and FINRA's skyrocketing fines. (During the first half of 2016, FINRA reported almost \$80 million in fines as compared with \$37.5 million during the first half of 2015.) My goal as a District Committee Member is to leverage my experience to help FINRA understand the concerns and struggles of small firms and tailor its assumptions, approach and guidance accordingly.

Thank you.

#### Optional Links:

Link to personal website, resume or CV: [www.linkedin.com/in/miriamlefkowitz](http://www.linkedin.com/in/miriamlefkowitz)

Link to YouTube video:

## Candidate Profile Form-District Committee Election

Candidate Name: Michelle J Ross

Title: Chief Compliance Officer and President

Firm: 38383

### Candidate Biography and Personal Statement

In addition to my employment experience I provide the following statement.

As a seasoned compliance professional, I learned the value of networking numerous years ago. The value of relationships with colleagues cannot be measured and though occasionally competitors, we are never foes. We are all in this together to ensure fairness and honesty. After chatting with a colleague regarding her service on a District Committee I am excited about the prospect of participating. I believe this will be a rewarding experience, whether it's educating or helping to protect investors, sharing and hearing perspectives from various size firms or consulting with FINRA on future considerations.

Having worked in a variety of firms both in size and types of business, I feel that I understand many issues facing the industry and know I can be objective and unbiased and I am ready to serve.

### CAREER OVERVIEW

2016 - Present	Chief Compliance Officer	Lombard International
2013 - Present	Adjunct Professor	Temple University, Investing for the Future (EE 0822)
2015-2016	Compliance Director	Santander
2009 - 2014	Compliance Director	Baker Tilly Virchow Krause (formerly ParenteBeard)
	Chief Compliance Officer (Investment Adviser)	ParenteBeard Wealth Management
	Chief Compliance Officer (Broker Dealer)	Curtis Securities
2008 - 2008	Consultant	SEC Compliance Consultants
2004 - 2008	Market Conduct and Compliance Director	Penn Mutual Life Insurance Company
1996 - 2004	Compliance Officer	Lincoln Investment Planning

### PROFESSIONAL PROFILE

In current and previous compliance roles, accomplishments and responsibilities include the following:

- Conduct risk assessments - identify and address strengths, weaknesses, opportunities and threats
- Develop, disseminate, implement, test and update policies and procedures that meet requirements of applicable laws
- Audit and monitor systems and controls; collaborate with owners on investigations; ensure matters are detected and handled effectively and promptly; escalate, resolve, mitigate and prevent issues; evaluate metrics to ensure a robust, effective compliance program; analyze trends, report results and provide guidance on compliance to the appropriate governing body
- Keep informed of pending industry and regulatory changes, trends and best practices and assess the impact
- Demonstrate functional expertise in compliance (emphasis on investment adviser and broker dealer regulations)
- Facilitate and respond to regulatory examinations, filings, inquiries and requests
- Provide leadership and build strong relationships throughout geographically dispersed organizations to align behavior and values and foster appropriate compliance culture and risk appetite -through executive management
- Design and deliver engaging and effective training and education sessions and communications - topics include the application of regulatory compliance requirements to job functions, policies and procedures, code of conduct, compliance and ethics, economic environment and investing, diversity and inclusion, soft skills

Optional Links:

[Link to personal website resume or CV:](#)

[Link to YouTube video:](#)

## Candidate Profile Form—District Committee Election

Candidate Name: Steven D. Trigili, MBA, CAMS

Title: Chief Compliance Officer

Firm: Garden State Sec<sup>+</sup>

### Candidate Biography and Personal Statement

My name is Steven Trigili, and I am seeking your vote to serve on the District Committee.

Since 2009, I have served as the Chief Compliance Officer for Garden State Securities, Inc., of Red Bank, NJ. Prior to coming to Garden State, I served as the Chief Compliance Officer for Perrin, Holden & Davenport Co. of New York, NY, from 2003 to 2009. From 1995 through 2003, I was Vice President of Compliance for International Planning Alliance of Fairfield, NJ.

I would like to serve on this Committee because I feel I will serve as objective and outspoken representation for small firms throughout our District. For over ten years, I have been a recurring speaker at industry conferences and webinars on topics ranging from managing a robust small firm compliance program, to staying ahead of the curve on regulatory trends. I meet with hundreds of compliance officers and firm owners each year, and I know first-hand, both as a practitioner and as an educator, the regulatory challenges and risks we are faced with each and every day. I am now ready to be an advocate for the small firms that comprise our District, and I will work tirelessly to ensure that our voice is heard.

Working for small firms my entire 24-year career, 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'm 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 work diligently to revise and improve our written supervisory procedures to keep them current with the relevant industry regulations, and I oversee a rigorous and effective firm-wide training program each year.

I also provide compliance consulting services to small firms and securities attorneys, and have been certified as an expert witness for securities arbitrations. My FINRA licenses are the Series 7, 24, 55, 63, 65, and 79, I was born and raised along the Jersey shore. By volunteering my time in the District Committee, I feel that I will be able to provide a fresh perspective on the challenging regulatory environment in which we all work and 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: