

Our Organization is a Best Place to Work Because...

By Alan H. Newman, senior vice president and regional manager, Hilliard Lyons



Hilliard Lyons is honored to be chosen as one of the Best Places to Work in the state of Indiana for the sixth year in a row.

Let's put this in context: In recent years, Indiana has made a concerted effort to position itself as a "business friendly" state. Last year, Indiana was ranked "Best in the Midwest" and seventh nationwide in *Area Development* magazine's "Top States for Doing Business" survey. So when our best asset – our professional staff – rates us as a "best place to work," we must be executing well and paying attention to the details that make a business model stand out. I believe this is true with Hilliard Lyons, where I've been blessed to spend my 35-years-and-counting career.

Over the last few decades, Hilliard Lyons has evolved from being just a strong regional broker-dealer to being a trusted advisor for clients who need comprehensive wealth planning – or specific help with college funding, retirement saving or estate planning. As our business model has become more comprehensive, we have sought to be the destination of choice for both our high-net-worth clients and our associates, who are "all in" in servicing those clients.

Our business demands staff committed to career-long learning focused on our ability to build and maintain deep, broad client relationships across generations. Every day, we strive to be premier, comprehensive wealth managers. Many talk the talk, but our Hilliard Lyons team places high priority on walking the walk. On behalf of our 13 Indiana offices and our 143 Indiana employees, we are humbled and honored by this recognition.