EXECUTIVE BIOGRAPHY



Andy Kalbaugh

Managing Director
Divisional President
National Sales and Consulting

Andy Kalbaugh is managing director and divisional president of National Sales and Consulting. He is responsible for the long-term growth, satisfaction, and retention of financial advisors and institutions. In addition, Mr. Kalbaugh leads the business and functional strategy for National Sales and Consulting sales support teams across LPL's retirement planning services, high-net-worth and private client solutions, financial planning insurance operations, and the Private Trust Company.

Previously, Mr. Kalbaugh served as managing director and divisional president of Institution Services and led business development and business consulting for all financial institutions. Prior to being named managing director in 2011, Mr. Kalbaugh served as executive vice president, business consulting, for Independent Advisor Services, responsible for providing support to advisors and their practices. He joined LPL Financial in July 2007 following the acquisition of Mutual Service Corporation (MSC), and served as chief executive officer for MSC as well as for Associated Securities Corporation.

Mr. Kalbaugh has more than 25 years of experience in the financial services industry. He was previously president, chief executive officer, and chairman of American General Securities Incorporated, and served as director of the AIG Advisor Group. Earlier, he was vice president and chief marketing officer for American General Securities Incorporated.

Mr. Kalbaugh is board president of Communities in Schools (CIS) of Charlotte-Mecklenburg, and serves on the board of directors of the Charlotte Chamber. Mr. Kalbaugh's passion led him to start the *Tees for Tuition Foundation* to provide scholarships for well-deserving CIS graduating high school seniors. He earned a Bachelor of Arts in business and economics from the University of Maryland, and is FINRA Series 7, 24, and 63 registered through LPL.