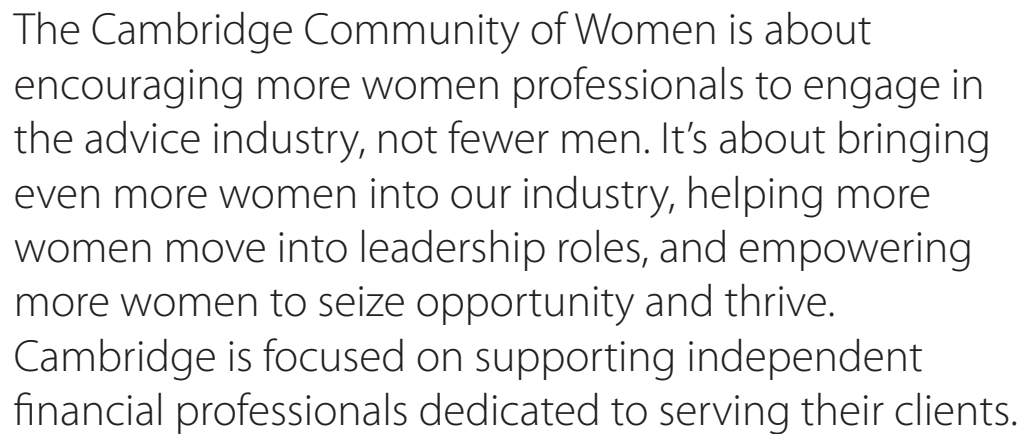


Cambridge

Community

of Women





The Cambridge Community of Women is about encouraging more women professionals to engage in the advice industry, not fewer men. It's about bringing even more women into our industry, helping more women move into leadership roles, and empowering more women to seize opportunity and thrive. Cambridge is focused on supporting independent financial professionals dedicated to serving their clients.

Community | Collaboration | Connected

Cambridge Community of Women

The Cambridge Community of Women was formally launched in 2011 to bring Cambridge women together on a more regular basis. Initially, this group created community through monthly calls with topics driven by women advisors, and led by one of our female practice management coaches.

Over time, this group of financial professionals has joined together for lunch each year at Ignite, our national conference – and we host well over 100 ladies for an energized lunch with fellow women advisors presenting.

Cambridge Women Advisors Forum

Cambridge President and CEO, Amy Webber, is passionate about diversifying the financial landscape and attracting new talent to our industry. She, along with other women in senior leadership, created the Cambridge Women Advisors Forum in 2011 as a vehicle for women financial professionals to share ideas, connect, and learn. The Cambridge Women Advisors Forum is now hosted by women leaders from the Cambridge home office and brings together this collaborative community for a day and a half of networking with each other, sharing best practices, and inspiring one another with new ideas to take back to their practices – and to their lives.

Cambridge Women Advisors

17% of producing Cambridge advisors are women
26% of FINRA licensed advisors are women

Cambridge ranked #4 for the highest percentage of women advisors in 2018, *Financial Planning* FP50

Cambridge women advisors are represented in Cambridge's Leader's Club, Signature Club, and Premier Club – and many are engaged across advisory councils ranging from issues on regulatory change to NextGen and New Century digital marketing and client communication.





Cambridge Women

The Cambridge women-inspired initiative is all about more women, not fewer men – and based on our demographics we are doing better in this area than most across the industry. Cambridge is led by President and CEO, Amy Webber, who is a well-respected leader in the financial services industry, and one of the few female CEOs. Nearly 68 percent of Cambridge home office associates and 30 percent of senior executives are women. This leadership percentage increases even higher in the next tiers of leadership with 50 percent of our vice presidents being women and 56 percent of our assistant vice president positions being held by women.

Cambridge Women Industry Event Involvement

In addition to Cambridge women initiatives, we are actively invested in the women's community throughout the financial services industry. We have been an engaged participant and partner with many organizations across the industry, including:

- *InvestmentNews* Women Adviser Summits
- Women in Insurance and Financial Services (WIFS)
- Women in Pensions and Investments Network
- *Financial Advisor* Invest in Women
- *InvestmentNews* Women to Watch
- *Financial Planning* Women Advisor Forum
- HER Luncheon hosted by the *Gazette*

Cambridge Women Leaders Across the Firm

ALISA THOMPSON



Assistant Vice President,
Financial Reporting

AMANDA REINEKE



Vice President,
Accounting and
Continuous Improvement

AMY WEBBER



President and
Chief Executive Officer

ANDREA SHAFER



First Vice President, Legal

BOBBI SMITH



Senior Vice President,
Business Strategy

CARLA STONE



First Vice President,
Finance and Controller

CARRIE LATHROP



Assistant Vice President,
Legal

CINDY SCHAUS



First Vice President,
Public Relations and
Creative Marketing

COLLEEN BELL



Executive Vice President,
Operations and Chief
Fiduciary Service Officer

CRYSTAL NEUBAUER



Assistant Vice President,
Education and Events

JACQUYLN FLATTERY



Assistant Vice President,
Advocacy & Supervision

KRISTINA QUINN



Assistant Vice President,
Operations

Cambridge Women Leaders Across the Firm

Laura Papera



Assistant Vice President,
Fiduciary Services

Lindsay Haskins



Assistant Vice President,
Public Relations and
Creative Marketing

Lizzie Warner



Assistant Vice President,
Business Development

Meaghan Alvarez



Vice President,
Compliance and Chief
Compliance Officer

Sarah Berner



Assistant Vice President,
Operations

Sharon Boatman



Assistant Vice President,
Operations

Teri Bockting



Vice President,
Human Resources

Valarie Vest



Vice President,
Fiduciary Services

Some leaders are
born women.

Cambridge Is a Financial Solutions Firm

Cambridge Investment Group, Inc. is a privately controlled financial solutions firm focused on serving independent financial advisors and their investing clients. Cambridge offers a broad range of choices for independent financial professionals regarding solutions for advice, growth, technology, and independence.

Cambridge's national reach includes: Cambridge Investment Research Advisors, Inc. – a large corporate RIA; and Cambridge Investment Research, Inc. – an independent broker-dealer, member FINRA/SIPC, that is among the largest privately-controlled independent broker-dealers in the country.

Cambridge supports advisors and their clients in all 50 states and is headquartered on a scenic, Midwestern 60-acre campus in Fairfield, Iowa.



Cambridge
Community
of Women

The logo features the word "Cambridge" in a simple, light blue sans-serif font at the top. Below it is a dark blue graphic consisting of four thick, rectangular bars arranged in a square pattern, with gaps between them. The word "Community" is written in a dark blue, elegant cursive script font, positioned centrally and overlapping the inner corners of the square graphic. At the bottom, the words "of Women" are written in the same light blue sans-serif font as "Cambridge".

The Cambridge Community of Women emblem was created as a symbol to reflect the qualities of its members. The separated rectangle with the font breaking the path represents the close-knit relationships of the Cambridge Community of Women and the endless potential and strength its members hold to break through industry barriers and challenges. The color blue is the shade of the sea and the sky which is thought to induce calm and convey trust, serenity, and peace. It instills confidence and inspires feelings of loyalty, integrity, and responsibility. All traits we feel our Cambridge Community of Women embodies.



Data as of 12/31/18

Securities offered through Cambridge Investment Research, Inc., a broker-dealer, member FINRA/SIPC, and investment advisory services offered through Cambridge Investment Research Advisors, Inc., a Registered Investment Adviser. Both are wholly-owned subsidiaries of Cambridge Investment Group, Inc. V.CIR.0619-5192