



THE OUTCOME IS INCOME®

1-800-HJS-1935
hjsims.com



We believe the path to increased wealth is steady income, compounded interest and solid returns. We manage your wealth to finance your goals and lifestyle. This is our Outcome is Income® philosophy.

Entirement®

We take an "entirement" approach to growing and managing your wealth. That means we start by looking at the whole picture: your entire portfolio, your lifestyle, your family and your goals. Investing for life – we do not just focus on generating income for retirement; we help you generate income for life's milestones along the way, and our expertise helps with unplanned events. At HJ Sims you're an individual with a customized portfolio of investments that work best for you.

Wealth Management

HJ Sims is a full-service wealth management firm with an extensive history of generating income for our clients. We are privileged to have **\$2.2 billion** of client assets under management.

Exclusive to HJ Sims

Since 1965, our investment bankers have created \$22 billion in high-value bond issues. These bonds are then made exclusively available to HJ Sims' private clients as a valuable ingredient in your overall diversified portfolio strategy. Many of these investments support important local infrastructure and projects where HJ Sims investors live and work, and have great appeal to those who are interested in developing their community while generating exclusive income for their portfolio.

Simply put, as an HJ Sims client, **you come first.**

Committed to Clients. Guided by Integrity.

Founded in 1935, HJ Sims has remained independent and family owned throughout its rich 80-year history. We are guided by integrity – it is our highest priority. Our team of recognized leaders strive to deliver superior results-driven client service with an emphasis on tangible income. We listen to clients. We work closely with clients. We are with you every step of the way.

"I started working with Sims when I retired 26 years ago and I've been a client ever since. You cannot easily find their expertise or solutions anywhere else."

Richard S., HJ Sims client since 1985

Our custodian, Pershing LLC, is a global firm whose core strength is providing the foremost measure of protection for client assets.

Investments involve risk, including the possible fluctuation of principal. Past performance is not an indication of future results.



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**Make the most of your
already bright career.
Join us at HJ Sims.**

“HJ Sims provides me with superior research capabilities and exclusive investment opportunities to help clients diversify their portfolios.”

*Ruben Fernandez, Senior Vice President,
Private Client Wealth Management, HJ Sims*

HJ Sims has an established record of longevity, leadership and success. Our advisors have an average of 22 years tenure, supporting clients through the financial markets for generations.

We are dedicated to partnering with advisors who have a passion for building wealth, and are driven by integrity.

You will work with an innovative and intelligent team that will help you find the right investments tailored to your clients' lifestyle needs and goals.

When you are part of our team, you become a partner in our values and goals. Your voice is heard and you are recognized for what you contribute. You are not just another producer, you are a vital part of our firm and family.

We know you have what it takes. We recognize leaders in wealth management – people who place the highest value on their clients. And, we approach the stars, like you, who capture our attention.

**When you're part
of the HJ Sims team,
YOU WILL SHINE.**

**The right mix of Infrastructure,
Philosophy, Client Service
and Investments:**

Culture

- Fosters collaboration
- Driven by teamwork and communication
- Flexible environment

Generous Compensation and Benefits

- Competitive payouts and competitive transition packages

Technology

- Focus on providing tools that help you deliver superior client service
- Help Desk and support

Branding Power of The Outcome Is Income®

- Marketing that assists in business development and client relationship management
- Public Relations that adds credibility and presence
- Corporate Social Media that supports networking and connection to influencers

Powerful mix of investment options that build unique client portfolios

- Steady stream of new HJ Sims income-producing investments that can be offered exclusively for your clients and help you grow and attract new relationships
- An expansive product platform providing a wide range of investment solutions
- Unique investment opportunities for clients ranging from emerging affluent to ultra-high-net-worth individuals and family offices

Longevity and Track Record

- An impressive long-term performance record that inspires the confidence of investors and advisors

Past performance is not an indication of future results.
Member FINRA, SIPC