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INTEGRATED FINANCIAL PARTNERS WELCOMES RICH AUSTIN

MAY 10, 2018 - Integrated Financial Partners (IFP), a Registered Investment Advisory Firm with over 25 offices across the country, announced that Rich Austin, JD, LLM, CIMA®, CBEC has joined the corporate office in Waltham, MA, as **Executive Director of the IFP Family Office**.

An industry veteran, Rich has worked for over 20 years on estate planning, charitable planning, business succession planning and tax planning strategies for high-net-worth, ultra-high-net-worth and business owner clients. At IFP, Rich will be responsible for building out IFP's new Integrated Family Office model. This new venture is a natural extension for IFP, an industry leader in providing advisors with the robust tools, support and training needed to serve the high-end marketplace.

"I am excited to build out a family office within IFP that brings a coordinated fee-based approach to both high-net-worth families and business owners," said Rich.

"The addition of Rich to our Estate and Business Owner Advanced Planning Team is tremendous for our organization," said Paul Saganey, President and Founder of Integrated Financial Partners. "Rich has a tremendous depth of knowledge, and equally important, a real passion for working collaboratively with other professionals to best advise wealthy clients. He will support our Advisors and Accounting Firm Partners by bringing his experience and unique talents to help address the financial challenges facing our clients that have more complex financial lives."

Most recently, Rich served as Vice President and Director of Financial Advisory Services at Lincoln Financial Network, working as a national resource on tax reduction strategies for advisors and advising on life insurance, estate planning and charitable planning strategies. He also developed specialized expertise in business planning, assisting business owners in planning for the internal and or external transfer and monetization of their business.

Rich earned a JD degree from Pace University School of Law and a Master of Laws (LLM) in Tax Law/Taxation from New York University School of Law. He has earned both the Certified Investment Management Analyst (CIMA) and Certified Business Exit Consultant (CBEC) designations. Rich lives in Valhalla, NY with his wife and three sons.

About Integrated Financial Partners
Established in 1996, IFP currently has over 135 financial advisors with over 20 offices across the country. IFP primarily serves high-net-worth individuals and business owners and brings a comprehensive approach to wealth management with its roots in financial planning**.** Based in Waltham, MA, the firm operates its registered investment adviser under the name Integrated Wealth Concepts.