



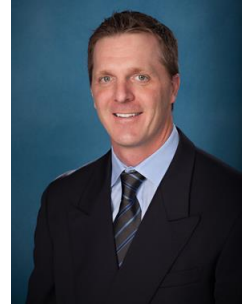
# Trading Department

*By Greg Heinrich,  
Vice President of Trading*



# Meet Our Team

- **Greg Heinrich**  
Vice President of Trading
  - Direct line: 954-670-8708
  - Email Address: [greg@kovackadvisors.com](mailto:greg@kovackadvisors.com)
  
- **Laurie Hlavaty**  
Trade Desk Associate
  - Direct line: 954-670-8130
  - Email Address: [laurie@kovacksecurities.com](mailto:laurie@kovacksecurities.com)
  
- **Jay Oquendo**  
Trade Desk Associate
  - Direct line: 954-670-8135
  - Email Address: [joquendo@kovacksecurities.com](mailto:joquendo@kovacksecurities.com)



# Meet Our Team Continued...

- **Lauren Smith**  
Trade Desk Associate
  - Direct line: 954-670-0605
  - Email Address: [lsmith@kovackadvisors.com](mailto:lsmith@kovackadvisors.com)



- **Michelle Rogers**  
Director of Fixed Income Trading
  - Direct line: 954-670-0604
  - Email Address: [mrogers@kovacksecurities.com](mailto:mrogers@kovacksecurities.com)



- **Trading Group**
  - Direct line: 954-358-2838
  - Email Address: [trading@kovackadvisors.com](mailto:trading@kovackadvisors.com)

Help  
Us...Help  
You!



## Things We Need...

- **Account Number ?**
- **Clearing Firm: Pershing, IWS or NFS?**
- **Ticker Symbol or Cusip #?**
- **Unsolicited or Solicited?**
- **Market or Limit order (GTC = 180 days)**
- **Commission?**
- **Rep code?**

# Tools For You



- Mutual Fund Screener
- U.I.T. Center
- Folio Dynamix



# Teamwork



**This guy is rethinking his career track.**

# Common Errors

- **Do not try to correct a trade in a client account**
- **Review trade blotters daily**
- **Can't conduct trades on accounts where the client is deceased**
- **If an account is managed by a 3<sup>rd</sup> party,  
cc: Trading Dept.**



A top-down view of a wooden desk with a laptop, a cup of coffee, chopsticks, a notepad, and crumpled paper. The scene is bathed in a warm, orange-toned light. The laptop is open and positioned diagonally. To its right is a white cup filled with coffee. Further right are two wooden chopsticks and a small, lined notepad. Several pieces of crumpled paper are scattered around the desk. The word "Questions?" is overlaid in the center in a large, white, sans-serif font.

# Questions?