



Kehrer Bielan Research
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The Importance of Comprehensive & Timely Due Diligence

Kehrer Bielan Research & Consulting LLC provides the financial advice industry with insights based on a melding of research and experience in managing the delivery of investment, insurance, and wealth management services.

The Firm's Core Strengths:

- Performance assessment, benchmarking, and identifying best practices in bank and credit union investment, insurance and wealth management services.
- Talent management, including compensation analysis and recruitment and retention strategies.
- Due diligence to help banks and credit unions meet heightened regulatory requirements.
- Analysis of consumer research to better understand what bank and credit union customers want and how to engage them.
- Industry metrics, including annual analyses of trends and market share.

The firm's principals, Kenneth Kehrer, Peter Bielan, and Jon Gabriel, have each participated in the financial advice industry as executives, researchers, analysts, and spokespersons for over 30 years. Together they bring a unique, unbiased resource and perspective through their original research, actionable advice, and keen understanding of where the financial advice industry has been and where it needs to go.

The Firm's Due Diligence Practice:

The Firm's approach is comprehensive, balanced, and actionable, relying upon our core strengths. Due diligence assignments are not delegated, all assignments are undertaken by the Firm's principals and senior staff. There is no substitute for experience.

The financial advice industry's due diligence needs center upon:

- Critical vendors and partners in technology, operations and sales force management
- Product providers (insurance companies, mutual fund complexes, and other product sponsors)

Due diligence needs are based upon good corporate governance practices and increasing regulatory requirements focusing on critical vendors that have access to customer data. The financial advice industry is subject to multiple layers of regulatory and prudential oversight:

- Office of the Comptroller of the Currency (OCC)
- Federal Deposit Insurance Corporation (FDIC)
- National Credit Union Administration (NCUA)
- Securities and Exchange Commission (SEC)
- Financial Industry Regulatory Authority (FINRA)
- Federal Reserve Board (FRB)
- US Department of Labor

The Firm's principals have decades of experience that spans all aspects of the financial advice industry.

Representative engagements include:

Mergers and Acquisitions
Due Diligence on Target Companies
Product Selection
Design of Proprietary Product
Regulatory Compliance
Developing a Compliance Manual
Outsourcing Decisions
Vendor Selection
Business Line Management
Re-engineering Business Processes
Business Performance Assessment
Strategic Management Consulting
Human Resources Consulting
Compensation Analysis
Establishing a Broker Dealer
Obtaining Regulatory Approvals

The firm's due diligence practice is managed by Jonathan Gabriel, a former senior banking executive and chief operating officer of the largest broker dealer supporting retail banks in the US. His consulting experience includes establishing broker dealers for financial institutions, product and provider due diligence, benchmarking the staffing and expense profiles of securities brokerage operations, asset-liability management for community banks, and related capital markets activities.