



## Biography

Frank Armstrong, III, CLU, CFP™, AIFA® is the founder and principal of *Investor Solutions, Inc.*, a fee-only registered investment advisor. He holds a B.A. in Economics from the University of Virginia, and designations as Chartered Life Underwriter (CLU), Accredited Investment Fiduciary Analyst (AIFA) and a Certified Financial Planner (CFP)™. He has more than 35 years' experience in the securities and financial services industry.

He joined Connecticut General Life in 1973 as a dual registered life, health and annuity agent, and securities representative. In 1983 he co-founded and served as NASD Principal of Moring-Armstrong & Company, Inc., a Registered **Investment Advisor**, and Broker-Dealer Representative of Royal Alliance.

In 1993 Mr. Armstrong founded Investor Solutions, Inc. to provide investors with fiduciary level objective advice and leading edge **investment management**. He is a pioneer in integrating academically driven portfolio management techniques with institutional best practices for individual investors around the world. Frank is the Chairperson of the Investor Solutions Investment Committee.

*Investor Solutions, Inc.* serves individuals, trusts, pensions, not for profit organizations and one foreign government. Currently the firm has discretion or advises assets approaching \$400 million.

A prolific author, his bestselling book *The Informed Investor* was cited by *Business Week* as one of the best investment books of 2002. His initial publication, *Investment Strategies for the 21st Century*, is one of the first books ever published and serialized on the internet in multiple languages. His most recent book just published January 2009, *The Retirement Challenge: Will You Sink or Swim* has received rave reviews. *Rescue Your Retirement* was released in May 2009.

*Frank Armstrong* was also a featured columnist on Morningstar.com for a number of years and is a frequent contributor to *The CPA Journal*, *Accountant's World*, and *Physicians Financial News*, CNNfn.com, and AccountsWorld.com. He has also appeared on "CNN Headline News", "Your Money with Stewart Varney", "PBS Morning Business Report", and Net Financial News. He has also been featured on numerous radio shows around the country including CNBC, *Money Life* with Chuck Jaffee, and Public Radio stations. Frank is widely quoted in the media and lectures nationwide on principles of investment management.

*Frank* is certified by the Florida Bar to teach a four-hour course for CE credit covering development of fiduciary law, practice standards, and ethics for fiduciaries.

Mr. Armstrong has served a number of times as an Expert Witness in arbitrations, mediations and Federal lawsuits involving fiduciary standards, suitability, asset allocation, risk control, portfolio construction, sustainable withdrawal rates, and market returns.

Frank also served as Chief Investment Strategist for Direct Advice and has served on several boards of directors including the Advisory Board of Florida International University's (FIU) International MBA Program and the United Way of Miami Dade Professional Advisory Board and currently contributes professional education courses to Nova University.

Mr. Armstrong is a Vietnam veteran and former Air Force pilot, and instructor. Mr. Armstrong flew 250 combat missions in Southeast Asia. He currently lives in Coconut Grove with his wife, Gabriele, and enjoys boating, deep sea fishing, scuba diving, windsurfing, reading and travel.

Francis C. Armstrong III, CLU, CFP®, AIFA® (year of birth 1944)

**Formal Education and Licenses:**

- BA in Economics, University of Virginia, Charlottesville, VA
- Chartered Life Underwriter (CLU)
- CERTIFIED FINANCIAL PLANNER TM Practitioner (CFP®)
- Accredited Investment Fiduciary Analyst (AIFA®)
- NAPFA-Registered Financial Advisor
- General Securities Representative Licensed through the NASD (1983-1994)
- General Securities Principal Licensed through the NASD (1983-1994)

**Business Background:**

- President & Founder, Investor Solutions, (1993-Present)
- Managed Account Services, Inc. d/b/a Investor Solutions, President, (1993 – Present)
- Principal, Moring-Armstrong & Company, Inc. (1983-1995)
- Managing Executive, Royal Alliance Associates, Inc. (1983-1994)

**Books by Frank Armstrong:**

- Investment Strategies for the 21st Century
- The Informed Investor
- The Retirement Challenge: Will You Sink or Swim?
- Save Your Retirement

### Interviews & Appearances

Date	Title	Description and Link
8/24/10	Topical Currents	Investor Solutions founder and CEO Frank Armstrong joined host Joseph Cooper on WLRN-NPR Miami's <i>Topical Currents</i> radio show Monday, August 23 from 1:00-2:00 PM ET to discuss Ponzi schemes, securities violations and other fraudulent investment issues.
8/28/09	Business for Breakfast	<a href="http://www.investorsolutions.com/uploads/BusinessForBreakfast.mp3">http://www.investorsolutions.com/uploads/BusinessForBreakfast.mp3</a>
6/28/10	Investor Solutions Founder's Work Selected For New Essay Series	Founder of Investor Solutions and respected financial advisor Frank Armstrong had yet another honor bestowed upon him, as Financial Times (FT) Press has chosen his work <i>Save Your Retirement: What to Do If You Haven't Saved Enough or Were Devastated by the Market Meltdown</i> for inclusion in its new Elements essay series.
6/15/10	Financial Advisor Frank Armstrong of Investor Solutions is Speaker at 2010 Morningstar® Investment Conference	Longtime contributor to Morningstar, Frank Armstrong was featured as a speaker at this year's Morningstar Investment Conference. Mr. Armstrong has written articles ranging from retirement advice to wealth management and tax planning that can be found online at <a href="http://www.morningstar.com">www.morningstar.com</a> .
06/09/10	Investor Solutions Receives MD Preferred Award	Established financial advising firm Investor Solutions received the <u>MD Preferred Service Award</u> for Financial Advisor in the Miami area. MD Preferred Services is a one-stop resource for physicians, giving recommendations and access to exemplary professionals in a wide range of services.

<b>04/06/10</b>	<b>Armstrong Achieves Paladin Honor and FADD Certification</b>	Investor Solutions founder, Frank Armstrong has been featured on the front page of the Paladin Registry website in honor of his time and efforts as a 5-Star registry member.
<b>01/28/10</b>	<b>Award-winning South Florida CEO's Highlight Their Strategies For Success at "Bright Out Of The Book"</b>	Among the revelations in this "lunch and learn" event will be strategies for business success and highlights from influential books and authors. The featured speaker for this event is Frank Armstrong, president of Investor Solutions – an independent, fee-only fiduciary investment management firm located in Coconut Grove, Florida.
<b>8/03/09</b>	<b>Careful Planning Will Help Repair Investment, Retirement Portfolios</b>	Frank was quoted in Harriet Johnson Brackey's article entitled "Careful Planning Will Help Repair Investment, Retirement Portfolios" in the Sun Sentinel.
<b>05/29/09</b>	<b>Business Week: Looking for Yield in All the Safe Places</b>	Frank was quoted in Business Week. "Investors need to accept that we're in a low-interest-rate environment. Anything beyond money-market funds is going to have some kind of risk they may or may not understand."
<b>04/30/09</b>	<b>Wall Street Journal: Advisers Ditch 'Buy and Hold' For New Tactics</b>	Frank was quoted in the Wall Street Journal "By abandoning time-proven prudent techniques, they run a serious risk of destroying their own credibility and their clients' portfolios," says Frank Armstrong, president and founder of Investor Solutions Inc., an independent financial advisory firm in Miami that still practices buy-and-hold investing.
<b>04/27/09</b>	<b>Investment News: Planners urge enforcer role for CFP Board</b>	Frank was quoted in Investment News.