

Jamie Schlag

SENIOR VICE PRESIDENT

CAREER HIGHLIGHTS

ESSENTIAL EDGE COMPLIANCE OUTSOURCING SERVICES, LLC

DIRECTOR

Assist financial institutions with a wide range of outsourced compliance-related services, such as:

- Development and implementation of policies and procedures;
- Strategic relationship development to mutually benefit Essential Edge and select industry organizations;
- Conducting branch inspections;
- CCO services;
- AML and 3130 exams;
- Regulatory and internal exams;
- Remediation.

GRADIENT SECURITIES, LLC, Arden Hills, MN

SENIOR COMPLIANCE OFFICER / ANTI-MONEY LAUNDERING COMPLIANCE OFFICER

- Responsible for overhauling the firm's policies and procedures from prior leadership to meet regulatory requirements concurrently during the Regulation Best Interest implementation, and navigating through the Covid-19 pandemic.
- Oversee registered representative and internal employee hiring approval and licensing department.
- Develop and conduct annual and ongoing training for all associated persons, including Annual Compliance Meetings, regulatory and firm initiatives, Firm Element, Regulatory Element, and NASAA Model Rule IAR Continuing Education.
- Supervise all associated persons outside business activity approval and reporting, personal securities transaction, approval and reporting, and U4/U5 filings and amendments.
- Develop and conduct daily, monthly, quarterly, and annual exception report reviews, various trade reporting reviews, FINRA 3130 testing and reporting, DOL Retrospective reviews, and annual OSJ audits.
- Review, investigate, and respond to regulatory, arbitration, and litigation audit requests and complaints.
- Assess internal and external business practices and analyze data to identify gaps and weaknesses. Develop, write, and implement compliance policies and procedures to close recognized gaps. Analyze and test the firm's procedures, sales practices, supervisory systems, and books and records.
- Revise the firm's branch audit program and oversee branch audits, reviews, and remediation.



REGISTRATIONS HELD & CREDENTIALS

Series 7 – General Securities Representative

Series 24 – General Securities Principal

Series 52 – Municipal Securities Representative

Series 53 – Municipal Securities Principal

Series 57 – Securities Trader Representative

Series 66 – Uniform Combined State Law

SIE – Securities Industry Essentials

Certified Anti-Money Laundering Specialist

Certified Regulatory and Compliance Professional (CRCP®), FINRA and Georgetown University

AREAS OF EXPERTISE

- Internal controls
- Supervision
- Branch Supervision and Exams
- Email and Electronic Communications Review
- Risk Management
- Regulatory Compliance

- Supervise correspondence and electronic communications, including e-mail, social media, websites, advertising, and internal communications reviews.
- Oversee and review independent RIAs associated with the firm.
- Responsible for the supervision of all associated persons compliance with the U.S. PATRIOT ACT, Anti-Money Laundering (KYC, SARs, etc.), and federal/state privacy regulations.
- Responsible for the development, implementation, and supervision of the firm's cybersecurity program, data protection, and incident/events reporting.
- Involved in reviewing and conducting research on products and due diligence.
- Responsible for internal and external associated persons ongoing training.
- Responsible for data gathering, responded to, and acted on behalf of the firm related to audits and exams by States, FINRA, SEC, and other regulatory agencies involving associated representatives, independent RIAs, and the broker-dealer and firm's SEC-registered RIA.
- Conduct mock State and SEC exam testing for associated independent RIAs.

CAPITAL FINANCIAL SERVICES, INC., Minot, ND

HOME OFFICE REGISTERED PRINCIPAL/COMPLIANCE OFFICER/SUPERVISOR

- Daily oversight and analysis of new business, trading activity, and customer account reviews for more than 230 registered representatives.
- Reviewed activities of representatives and OSJs to identify and prevent potential regulatory and firm violations.
- Provided training to representatives on regulatory, corporate, and legal requirements, product offerings, licensing issues as well as internal processes & procedures.
- Monitored and reviewed representative outside business activities, email correspondence, social media, advertising, and sales material.
- Worked with representatives, OSJs, and assistants to identify, provide solutions, and resolve compliance issues.
- Performed and reviewed firm audits and branch office inspections.
- Reviewed and responded to customer complaints, regulatory, arbitration, and litigation audits and requests.
- Monitored, wrote, and evaluated firm processes and procedures to improve efficiency.
- Experience with Pershing's NetX360 platform, RBC's BetaLink and Wealth Station platforms, retail trading desk practices, and various RIA platforms.



INDUSTRY ACTIVITIES

Member, Financial Services Institute Compliance Council

Member, National Society of Compliance Professionals (NSCP) Regulatory Advisory Committee

Member, Chapter of Infragard (FBI Anti-Money Laundering)

Member, Minnesota Chapter of ACAMS (Association of Certified Anti-Money Laundering Specialists).

2023 NSCP National Conference Speaker

2024 FSI National Conference Speaker

2023, 2024, & 2025 FSI Capitol Hill Day Advocated on behalf of Independent Advisors

2023 FINRA Qualifications Content Committee – SIE

AWARDS

FINRA: Certified Regulatory and Compliance Professional (CRCP)[®] Small Firm Scholarship, 2019

EDUCATION

MINOT STATE UNIVERSITY MINOT, ND

Bachelor of Science Degree, Communication Disorders – Speech Language Pathology