

# Jamie Schlag

## SVP & HEAD OF CLIENT ENGAGEMENTS

### CAREER HIGHLIGHTS

#### **ESSENTIAL EDGE COMPLIANCE OUTSOURCING SERVICES, LLC**

##### SENIOR VICE PRESIDENT, HEAD OF CLIENT ENGAGEMENTS

Assist financial institutions with a wide range of outsourced compliance-related services for broker-dealers and registered investment advisers, such as:

- Develop and implement policies and procedures;
- Strategic relationship development to mutually benefit Essential Edge and select industry organizations;
- Conduct and oversee branch inspections;
- CCO services;
- AML and 3130 exams;
- 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 during the Regulation Best Interest implementation while navigating the challenges of the Covid-19 pandemic.
- Oversaw registered representative and internal employee hiring approval and the licensing department.
- Developed and conducted 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.
- Supervised all associated persons' outside business activity approval and reporting, personal securities transaction approval and reporting, and U4/U5 filings and amendments.
- Developed and conducted daily, monthly, quarterly, and annual exception report reviews, various trade reporting reviews, FINRA 3130 testing and reporting, DOL Retrospective reviews, and annual OSJ audits.
- Reviewed, investigated, and responded to regulatory, arbitration, and litigation audit requests and complaints.
- Assessed internal and external business practices and analyzed data to identify gaps and weaknesses. Developed, wrote, and implemented compliance policies and procedures to address recognized gaps. Analyzed and tested the firm's procedures, sales practices, supervisory systems, and books and records.
- Revised the firm's branch audit program and oversaw 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 Certified Anti-Money Laundering
- Specialist (CAMS) Certified Regulatory and Compliance Professional
- Certified Regulatory and Compliance Professional (CRCP®), FINRA and Georgetown University

### AREAS OF EXPERTISE

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

- Supervised correspondence and electronic communications, including email, social media, websites, advertising, and internal communications reviews.
- Oversaw and reviewed independent RIAs associated with the firm.
- Was 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.
- Developed, implemented, and supervised the firm's cybersecurity program, data protection, and incident/events reporting.
- Reviewed and conducted research on products and due diligence.
- Provided ongoing training for internal and external associated persons.
- Gathered data, 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.
- Conducted mock State and SEC exam testing for associated independent RIAs.

### **CAPITAL FINANCIAL SERVICES, INC., Minot, ND**

#### **HOME OFFICE REGISTERED PRINCIPAL/COMPLIANCE OFFICER/SUPERVISOR**

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

2023 NSCP National  
Conference Speaker

2024 FSI National Conference  
Speaker

2023, 2024 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