**Dan Baccarini, CIMA®** Dan is an International Best Selling Author. His book Scalable was a Top Ten best seller in five different countries: Canada, Australia, The UK, Germany and was #1 in the US in the Financial Services Category. Dan began in the financial services industry in 1993 as a producing manager for a financial services firm in the Midwest selling mutual funds and insurance products to high net worth individuals. For the past 25 years, he has been working with Asset Managers to help them build their sales efforts. In this role, Dan has worked with hundreds of financial advisors helping them figure out what works and what doesn’t work in creating a successful financial advisory business. Dan joined Beacon Capital Management in 2011 and during his time at the firm he has restructured the sales effort, and oversaw the explosive growth in assets taking the firm from $250M in AUM to over $5B in assets.