

## Steven C. Jacobs

[steve@hpfinancialconsultants.com](mailto:steve@hpfinancialconsultants.com) | (954) 649-7295 | Cooper City, FL

### PROFESSIONAL PROFILE

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Results-driven senior financial leader with proven track record of successfully leading the accounting and financial operations of rapidly growing businesses. Significant experience as a corporate executive, board member, senior investment banker for a NYSE-member firm, and entrepreneur with comprehensive organizational management expertise. Demonstrated excellence in driving revenue and earnings growth by building exceptional corporate cultures.

### EXPERIENCE

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#### Highland Park Financial Consultants

Cooper City, FL

##### *Founder and Chief Executive Officer*

2025 – Present

- Founded boutique consulting firm providing early-stage through middle-market companies with the financial and managerial expertise to develop and capture market opportunities. Services include monitoring and overseeing the accounting and financial reporting functions, managing (and creating) significant strategic relationships, raising both equity and debt capital, assistance with recruiting key employees and board members, and providing thoughtful, experience-based advice and counsel on the issues most frequently faced by rapidly growing companies.

#### Summit Financial Networks

Boca Raton, FL

##### *Chief Financial Officer, Executive Vice President, and Member of Firm's Exec. Committee*

2002 – 2024

- 2014 – 2024 (After the 2014 acquisition by Cetera Financial Group (which was acquired by the PE firm Genstar Capital in 2018))
  - Successfully led cross-organizational projects for Cetera's CFO, including: (i) the renegotiation of the contract with Cetera's largest individual vendor (and clearing firm), resulting in savings of several million dollars per year; (ii) the divestiture of a business unit with 1,000 advisors and \$6 billion in AUA; and (iii) the integration of advisor compensation-related processes into Cetera's existing infrastructure for an acquisition with 900 advisors and \$50 billion in AUA.
  - Played an integral role in successfully recruiting and retaining financial advisors despite competitors often possessing greater financial resources and offering more favorable economics.
  - Developed processes for verifying the correctness of advisor-related compensation for more than 300 financial advisors generating approximately \$120 million per year in commissionable fees.
  - Developed advanced KPIs providing Summit's management team with deep insights into the Company's \$18 billion in AUA and \$135 million in annual revenues.
- 2003 – 2014 (Prior to the acquisition by Cetera Financial Group in 2014)
  - Led all financial aspects of business including preparation of financial statements, budgeting, regulatory filings, HR and payroll, risk management, acquisitions and contract negotiation during a period of time where the compound average annual revenue growth rate was 28%.
  - Designed highly scalable commission payment system for Firm's 300+ financial advisors.
  - Played key role in recruiting and retaining financial advisors and employees.
  - Worked across board of directors, C-Suite, outside council, and acquirer's leadership team to successfully oversee completion of acquisition of Summit Financial Services Group by Cetera.
  - Prepared all presentation material for all Board of Directors' meetings.

**Member, Board of Directors for Summit Brokerage Services and Summit Financial Services Group (publicly-traded parent company)**

2002-2014

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### SELECT PRIOR EXPERIENCE

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#### **Tucker Ridge Financial Partners**

Hollywood, FL

##### ***Founder and Managing Partner***

2000 – 2003

- Provided clients with relationship-oriented investment banking and financial advisory services, enabling a hands-on approach that helped clients achieve their growth objectives and raise capital.
- Created advisory board comprised of, among others, the Director of the Home Computing Lab for one of the world's largest technology companies, a recognized international leader in telecommunications, and several directors of publicly-traded companies.

#### **Pinnacle Partners, LLC**

Miami, FL

##### ***Co-Founder and Managing Director***

1998 - 2000

- Co-founded Pinnacle Partners, LLC, an investment banking and strategic consulting firm providing capital raising and M&A advisory services to early stage through middle-market companies operating primarily within the healthcare, technology and business services industries.

#### **JWCharles Financial Services**

Boca Raton, FL

##### ***Senior Vice President and Managing Director***

1990 - 1996

- Served as lead member of the investment banking group for NYSE member firm with more than 600 registered representatives throughout the United States.
- Managed consummation of initial and secondary public offerings, private placements, financial consulting agreements, mergers and acquisitions, valuations, and fairness opinions.

##### ***Chief Financial Officer (Corporate Securities Group; Acquired by JW Charles in 1990)***

1987-1990

- Served as Chief Financial Officer for one of the industry's first and fastest growing (50% average compound annual revenue growth) independent broker-dealers.

### SKILLS

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|---------------------------------------|------------------------------|
| • Strategic financial leadership      | • Corporate governance       |
| • Financial planning and analysis     | • Strategic negotiation      |
| • Financial forecasting and budgeting | • Executive-level engagement |
| • Financial reporting and compliance  | • Investor relations         |
| • Capital raising                     | • Risk Management            |
| • Mergers and acquisitions            | • Strategic communications   |

### FINRA DESIGNATIONS (Current, Not Active) AND MEMBERSHIPS

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| • FINRA Series 24 – General Securities Rep       | • FSI Accounting and Finance Council                         |
| • FINRA Series 24 – General Securities Principal | • American Institute of Certified Public Accountants (AICPA) |
| • FINRA Series 27 – FINOP                        | • Florida Institute of Certified Public Accountants (FICPA)  |
| • FINRA Series 63 – Uniform Securities Agent     |  |
| • FINRA Series 79 – Investment Banking Rep       |  |

### EDUCATION

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#### **University of Florida**

Gainesville, FL

##### ***Bachelor of Science, Accounting***

1982