



T.Ray Phillips, IV, CFBS, AEP, ChFC

trphillips@financialguide.com

www.familybusinesslegacies.com

Direct Dial: 317-208-6312

Mobile: 317-809-3707

T. Ray's passion for working exclusively with family-owned businesses led him to create a boutique specialty company, now called The Family Business Legacy Company, LLC, in 1998. He became the first person in Indiana and is among 500 nationwide to successfully complete the Certified Family Business Specialist designation offered through the American College in Bryn Mawr, PA. Additionally, he holds the Accredited Estate Planner designation from the NAEPC & the Chartered Financial Consultant designation from the American College. He also earned his Graduate Certificate in Business Succession Planning from the American College.

His concentrations are Business Continuation, Exit Strategies, Succession Planning, Retirement and Wealth Transfer Planning for business owners generating above \$2.5M in revenue. He operates on the principle that financial planning is akin to the disciplines of law, accounting and even medicine. He believes advice must be independent and thorough in its "diagnosis" and the client should be aware of all benefits and burdens of their decisions, resulting in a proactive approach to their financial situation.

Originally from Oklahoma, T. Ray's family's roots in business extend back to 1889. The challenges his family faced created an abundance of knowledge to pass on to his clients:

"My family's business, Dawson Produce, was a tri-state operation but could not withstand a transition of ownership. With proper succession planning, the operation as a family business could have survived."

T. Ray spends his leisure time with his wife and two children. Active in several civic organizations, T.Ray's primary focus is the Abe Lincoln Scholarship Awards program, sponsored by his Kiwanis Club, assisting The Oaks Academy, where his children attend school and helping the Broad Ripple Haverford Little League as its Treasurer, coach and Board Member.

Do you want to leave a legacy that involves your family's business?

Contact T. Ray directly or his Executive Assistant Nicole Coleman at: 317-208-6322 or at ncoleman@financialguide.com

Special Notice: T Ray Phillips offers financial planning, Securities and Investment Advisory services through MML Investors Services, LLC, Member SIPC. www.sipc.org (FINRA registered branch 900 E. 96th St., Ste 300, Indianapolis, IN 46240 - 317-469-9999) The Family Business Legacy Co., LLC is not a subsidiary or affiliate of MML Investors Services, LLC or its affiliated companies. CRN201405-160188

Licensing Information: I am licensed to sell insurance in the following jurisdiction(s): CA (CA Insurance License OG89358), CO, FL, IL, IN, NC, OH, OK, TX. I am also licensed to sell securities* in the following jurisdiction(s): AZ, CA, CO, FL, IL, IN, MI, NC, OH, OK. I cannot communicate with, nor respond to solicitation requests from users who reside in jurisdictions where we are not licensed to conduct insurance and/or securities business.

Specialties: Certified Family Business Specialist (CFBS), Accredited Estate Planner (AEP), Chartered Financial Consultant (ChFC)