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TEXAS
FINANCIAL LEADERS

'The Outcome Should Be Income'

Income Solutions Wealth Management

Lance A. Browning, RICP® had had it with Wall Street's "bailout/buyout mentality."

And, after nearly two decades in the financial services industry, he wanted to be free to choose the investment options he felt were in his clients' best interest. In August 2012, he and others in his office left the wire house where they had worked for years to start their own firm.

The idea behind Income Solutions Wealth Management was simple, he says: to create a company offering access to objective, conflict-free financial advice to retirees and pre-retirees.

"Our focus is retirement income, not a product," says Browning, a Retirement Income Certified Professional. "We passionately believe a successful outcome should be income. We develop income strategies for now and for later, with the ultimate objective of advancing and protecting our clients' hard-earned wealth."

- **Portfolio management**
- **Wealth planning**
- **Estate planning**
- **Risk management**

As an LPL Financial advisor, he is "independent but not alone," Browning says. Clients enjoy unparalleled service, including frequent communication and educational events, with access to the resources of the largest independent broker/dealer in the nation.* "We are free to choose the products and services that address our clients' needs because LPL Financial does not offer any proprietary products," he explains. An added attraction: It also never took a dime of bailout money.

Wealth + True Wealth = A Successful Retirement

In Browning's experience, "trying to map out your retirement without a wealth plan" is almost as risky as "navigating a plane without a flight plan." Fortunately, this is a risk his clients don't have to face.

"We guide you from where you are today to where you want to be in the future," he says. "We review your current financial position and put together a financial GPS. In short, we help you chart your future and plan for the retirement you've always wanted."

OUR MISSION
"We passionately believe that a successful outcome should be income. **Income Solutions Wealth Management** offers a high-level, lifelong relationship experience through communication, education and service. We develop income strategies for now and for later."

Browning has an interesting definition of wealth. As far as he is concerned, "if you have everything paid for and a guaranteed income coming in, you're wealthy. You'll be ok." As important as this is to every retiree, Browning wants even more for his clients. He also wants them to enjoy "true wealth," which he defines as "all that money can't buy and death can't take away. I want my clients to have both – wealth and true wealth."

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Income Solutions
WEALTH MANAGEMENT

*As reported by *Financial Planning* magazine, June 1996-2013, based on total revenue