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Inc. Magazine Unveils Its Fourth Annual Exclusive List of America's Fastest-Growing Private Companies—the Inc. 5000

Independent Financial Group Ranks No. #194 on the 2010 Inc. 5000 Financial Industry list with Three-Year Sales Growth of 30%

NEW YORK, August 24, 2010 -- *Inc.* magazine today ranked Independent Financial Group NO. 194 in the Financial Services industry on its fourth annual Inc. 5000, an exclusive ranking of the nation's fastest-growing private companies. The list represents the most comprehensive look at the most important segment of the economy—America's independent-minded entrepreneurs. Music website Pandora, convenience store chain 7-Eleven, Brooklyn Brewery, and Radio Flyer, maker of the iconic children's red wagon, are among the prominent brands featured on this year's list.

"The leaders of the companies on this year's Inc. 5000 have figured out how to grow their businesses during the longest recession since the Great Depression," said Inc. president Bob LaPointe. "The 2010 Inc. 5000 showcases a particularly hardy group of entrepreneurs."

Independent Financial Group was founded in 2003 by Scott Heising to serve the needs of independent financial representatives. As an independent broker-dealer firm, the company empowers representatives by giving them the flexibility and tools to meet the needs of their clients. The company now supports more than 400 independent financial representatives by offering superb service provided by an experienced staff of professionals as well as industry-focused technology in an environment where the representative is treated as a valued client and true independence is paramount.

The 2010 Inc. 5000, unveiled today on Inc.com, serves as a unique illustration of the profound changes taking place in the U.S. economy. The Government Services sector showed the biggest gain in terms of the number of companies on the list, up 33 percent

from last year to 335 companies. Government Services was also the second-fastest-growing sector in terms of median revenue growth, posting a 202 percent gain over the 2006-2009 measuring period. More than half of these companies are based in Maryland, Virginia, and Washington, D.C. The fastest-growing sector by median revenue growth was Real Estate, now just a tiny group of 38 young, small companies, which showed 231 percent median growth over the period. (There were 121 Real Estate firms on the inaugural Inc. 5000 in 2007.) Business Products & Services is the top industry by number of companies on the list (640) and total revenue (\$80.7 billion), while Health is the biggest by total employment (287,726 jobs).

Despite the fact that most of this year's measuring period of 2006-2009 took place during the latest recession, aggregate revenue among the companies on the list actually increased to \$321.6 billion, up more than 50 percent from last year. The effects of the recession are seen, however, in the median three-year growth rate, which dropped to 96 percent from last year's 126 percent. This year's Inc. 5000 employ a record 1.4 million people, up from one million on last year's list. With unemployment remaining stubbornly high, policymakers and business leaders will do well to look to the Inc. 5000 companies for fresh ideas on achieving growth and creating jobs.

Complete results of the Inc. 5000, including company profiles and an interactive database that can be sorted by industry, region, and other criteria, can be found on www.inc.com/5000.

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