



By Pam Spaulding, The Courier-Journal

Mark Lamkin keeps this Brad Stivers painting in the waiting room of his office at 4310 Outer Loop. He helps plan people's financial futures.

LAMKIN | Advice offered

Continued from D6

New path: Lamkin said that after 10 years in the corporate environment and working for PNC's brokerage, he decided to open his own company. "I've always had an entrepreneurial flair. ... I thought it was time for me to move on, and I was PNC's top broker when I left there. I thought if I am going to do this for the rest of my life, I want to do it for myself."

Small-business professionals: "My wife and I brought Curves For Women to Louisville. We had six Curves For Women at one time. I've had a couple of Pay Day stores, a couple of strip centers and I am doing some real estate development right now. ... I love small business."

Top of the charts: Lamkin's company was named one of the top 200 offices in Linsco Private Ledger. "We are pleased with that... (They) look at gross revenues and assets (and) they look at production and the gross amount of fees that your

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office generates. ... Of course, you have to have a clean compliance record without any issues, arbitrations or customer complaints."

Recharging: As to his customers, "I am changing their life. I've allowed them — because of our planning and working together closely — to retire and chase their passion because of me and that is what charges me up in the morning."

Wrong perspective: "There are days I hate the market. People look at stock tips and that is nothing but financial porn. You get hooked on it and it's just not real. ... You're trying to get your client to (reach their) goal, and so many times because of the media, the news and stock tips people get focused on those short term movements."