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## **EPIC Advisors, Inc. Partners with West Coast Firm to Support Business Expansion in the Western United States**

**Rochester, NY** – EPIC Advisors, Inc. announces that it has entered into a strategic partnership with Total Solution Financial Partners (TSFP) to represent its services in the western United States. In its role, Total Solution Financial Partners will provide heightened visibility for EPIC in the western states. According to Thomas P. Cote', Principal & Owner of Total Solution Financial Partners, "On behalf of EPIC, we will be offering high-touch, solution-driven sales and service coverage to bank trust departments, RIAs and other financial intermediaries. Through our process, the goal is to assist our clients in creating and managing new business opportunities that will generate revenue, leverage existing relationships, and attract new clients."

George Curry, Director of Business Development for EPIC adds, "Tom's and TSFP's presence gives us the ability to expand our exposure to the financial services community. His experience in the financial services market will prove to be a valuable resource to our banking and RIA partners. Tom will help us tell our story."

Tom Cote' has worked as a sales and marketing professional in the financial services industry for over 30 years. During his career, Tom has held key positions with Fidelity Investments, Federated Investors, The Pacific Stock Exchange and Security Pacific National Bank. With a focus on providing investment product and service expertise to clients, Tom has worked with corporations and financial institutions throughout the United States and Europe. In 2007, he founded Total Solution Financial Partners, a consulting firm that provides a broad range of sales and support services to the retirement plan and wealth management marketplace. Tom is a native Californian, graduate of the University of California at Los Angeles and resides in the San Francisco Bay Area.

EPIC Advisors, Inc. is a leading full-service 401(k) plan recordkeeping firm serving financial institutions and small to midsize companies since 1993. Headquartered in downtown Rochester, New York, with 72 full-time employees, EPIC currently serves clients in 33 states comprising over 1,030 retirement plans with \$3.5 billion in assets. Robert F. Judd serves as President and James M. Genthner as Executive Vice President. EPIC specializes in participant-

directed plans, using daily valuation recordkeeping. For more information about EPIC Advisors, visit [www.epic1st.com](http://www.epic1st.com), and [www.401ktalk.com](http://www.401ktalk.com).