

## **BIO – LES ABROMOVITZ**

**Les Abromovitz, an attorney, is a senior consultant for National Compliance Services, Inc (NCS). He has handled publishing and compliance projects for NCS for five years. Les is responsible for conducting compliance reviews of advertising materials, presentations, brochures, websites, newsletters, performance reports, proposals, and other documents. In addition, Les has developed training materials and courses for investment advisers.**

**Les is the author of a new book, *GROWING WITHIN THE LINES: THE INVESTMENT ADVISER'S ADVERTISING AND MARKETING COMPLIANCE GUIDE*, that will be published in November, 2008 by The National Underwriter Company. He has also written about compliance for numerous professional publications. In addition to writing NCS' monthly newsletter, Les is the author of a manual for advisers called, *PREPARING FOR AN SEC OR STATE EXAM*.**

**Les has conducted several Web seminars and Podcasts dealing with advertising compliance issues. He has also spoken at a number of conferences on this topic such as the Investment Adviser Compliance Forum, the Marketing & Advertising Compliance Forum for Investment Advisers, the LightPort National Conference, and the NAPFA Advanced Planners Conference.**

**Les created numerous online and traditional continuing education courses for financial services professionals. He has also handled a great many research, consulting and writing projects for investment advisers and broker-dealers.**

**In addition, Les has been the author, co-author, technical editor, and ghostwriter of many investment, retirement, legal, insurance, and business books for publishers such as McGraw-Hill, John Wiley & Sons, Dearborn Trade and Simon & Schuster. He has also written for a number of national magazines. He helped to create an online course that is used by FINRA to teach college students about money management, credit, and retirement planning. He is a contributor to *MoneyTrack*, a national public television program dealing with investing and money management topics.**

**Les is a member of the Pennsylvania bar and several professional organizations. In addition to his legal background, he was a state insurance regulator for two years.**