

Paulson Investment adds New York wealth management firm to team

By **IFAwebnews Staff**

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Paulson Investment Co., a wholly owned subsidiary of Portland, Ore.-based Paulson Capital Corp., recently announced that it has added Acumen Investment Services as its newest national affiliate.

Acumen is a full service wealth management firm with 19 investment professionals with offices in New York and Connecticut.

Under the agreement between the two companies, Acumen will continue operating under its existing name and continue to provide personalized solutions, sound advice and quality investment products to its clients, which include individual investors, business owners and institutions. Acumen will serve as Paulson's independent broker-dealer.

"We continually set high standards for each of our branch offices and the Acumen investment professionals exemplify those high standards, making them a natural fit for Paulson's culture of strategic thinking and tenacity in a competitive, fast-moving market environment," said Trent Davis, chief executive officer of Paulson Investment Co., in a statement. Joseph La Scala, co-founder and CEO of Acumen, said the company is "thrilled" about its affiliation with Paulson.

"We believe an affiliation with a stable, reputable, independent broker-dealer like Paulson Investment Company allows us to properly align our interests with our customers and effectively carry out our mission: Creating personalized solutions, through sound advice and quality investment products, to aid our clients in meeting their financial goals and objectives," he said.

Thomas Custance, Acumen's other co-founder and its president, added that the two companies have worked on a number of investment banking transactions in the past "and they have proven to be a well respected syndicate partner.

"We are truly excited to work with them on a deeper level as we seek to bring our practice to new heights," he said. Acumen Investment Services was previously an affiliate of GunnAllen Financial, a Florida based broker-dealer. Acumen consistently served as one of the largest affiliates of GunnAllen Financial over the past 7 years.

Paulson Investment Co. bills itself as the Northwest's largest independent brokerage firm, focused on public offerings of small and emerging growth companies with capital needs of \$5 million to \$45 million.

