Licensed sales associate Sonia Edwards (second from right) and Southwest residents (l. to r.) Allen, Ma

I n light of today's unstable market and challenging econor
Brinckerhoff Financial Group'

The team is a cohesive composition of father and sons. Allen Brinckerhoff has more than 24 years of ex

"Going back several generations, it was not uncommon for my family on both sides to make money in th

However, pursuing that profession was delayed when Allen served as an Army helicopter pilot in the Vie

In 1987, he and his wife, Jane, relocated to Orlando.

“I told her that I was going to follow my dream and become a broker.”

Eventually, the couple’s two sons, David and Matt, followed in their father’s footsteps.

“I knew I wanted to do something in business, but was not quite sure in what direction,” David said.

After completing a summer internship at his father’s office, David decided to pursue marketing and, subs

From the time he was 12, Matt knew he wanted to go into the family business.

“My dad had us investing when we were young, and it was a lot of fun,” he said. “Also, I saw how he was

Like David, Matt earned a Bachelor of Science in marketing from FSU in 2001 and immediately became

Brinckerhoff Financial Group is under the auspices of Raymond James & Associates Inc. , which is one of the largest independe

“Raymond James is unique in this industry in that it allows us to have our own team and market our own

The firm offers a variety of services and products to match the individual needs and desires of its clients

“We want to be the center of our client’s financial world,” David said. “We want to be their financial quart

To accomplish that task, the Brinckerhoffs need to have a full picture of the client’s financial situation.

“When we see a client, the first thing we do is sit down with them and ask a lot of questions to find out ex

“We try to dig as deep as we can to get an accurate overall picture of their finances,” David added. “Tha

“One of the primary things we have concentrated on in the past five years is risk control,” Allen said.

With advanced technology and access to the Internet, some believe they can take care of their own fina

“We spend a lot of time educating our clients,” David said.

The Brinckerhoffs also coordinate quarterly, semiannual or annual meetings, depending upon the client’s

Brinckerhoff Financial Group offers clients the option of paying a commission on each transaction; or a f

“A lot of our clients like the fee-based option because they know that our pay is tied to how well their acc

The Brinckerhoffs employ a true team-effort philosophy. Each of the three have a specific financial focus

Establishing relationships and earning trust are vital factors when dealing with someone’s personal finan

“Every client is different, so we try our best to get to know them and establish a relationship,” David said

Exceptional customer service also is important. Clients are welcome to come to the Brinckerhoffs’ downt

The Brinckerhoffs are backed by a dedicated support staff who diligently handle every administrative det

Clients do not need to have millions of dollars in the bank to take advantage of the services provided by

Allen and David reside in Windermere, and Matt is a Winter Garden resident. They all take an interest in

“I really enjoy working with my sons and the line of work we are in, because we have made many good f

Brinckerhoff Financial Group is located in Suite 1100 at 201 E. Pine St. in Orlando. For more info

www.bfgorlando.com