

Capital Investment Companies Opens Innovative Independent Office

Jerry Payne to Lead Independent Broker-Dealer Movement in Wilmington, NC

RALEIGH, N.C. (May 3, 2012) – [Capital Investment Companies](#), one of the largest independent brokerage firms in the Southeastern United States, announced that they will be starting a hybrid independent broker-dealer office in Wilmington, NC. This office will be led by veteran Manager Jerry Payne, who grew Interstate Johnson Lane's Wilmington office to become one of the most profitable of the company's branch system back in 1990's. Mr. Payne has built and grown several other broker-dealer offices across the Southeast for both major and small firms.

Capital Investment Companies is focused on financial advisors who want to support their clients with wide assortment of financial products and platforms versus “canned” corporate offerings at wirehouse broker dealers. With the hybrid Wilmington office, Capital Investment Companies will offer reps the benefits of going independent and provide a professional, mutual office space, interaction with peers and a customized technology platform. Independent financial advisors generally have a much higher payout than wirehouse firms’ offer.

“This new hybrid office will give reps the chance to go independent without the hassle of setting up their own office, compliance oversight and technology solutions,” said Richard K. Bryant, co-founder and president of Capital Investment Companies. “Jerry is clearly the right leader for this office. He’s got plenty of experience bringing good teams together and managing them for excellence. This hybrid indie concept will offer financial advisors the best of both worlds and they will get the strong support of our 28-year old firm that treats them like family.”

Jerry Payne has an extensive background in the financial services and consulting industries. He has worked as a financial advisory manager for more than 25 years and has recruited more than 50 registered representatives for firms such as Merrill Lynch, Paine Webber, Wachovia, Morgan Keegan and Sterne, Agee and Leach. Mr. Payne has grown market share in each of the states he’s operated in from Alabama to Florida and from Arkansas to Louisiana.

For registered representatives interested in joining or relocating to join the Capital Investment Companies Wilmington, NC Hybrid Indie office, please contact Jerry Payne at (919) 593-5966 or by e-mailing JPayne@capital-invest.com.

About Capital Investment Companies Capital Investment Companies is primarily comprised of Capital Investment Group, Inc., and Capital Investment Brokerage, Inc., (two FINRA /SIPC Members) and Capital Investment Counsel, Inc. (an SEC registered Investment Advisor). Headquartered in Raleigh, N.C., for more than 25 years, Capital Investment Companies (www.cico.us) is one of the largest independent financial services firms in the Southeastern United States. With their affiliates and strategic partners, the firm offers a wide variety of financial services to individuals, institutions and the CPA and banking community including: traditional investment brokerage, money

management, investment banking, trust services, mortgage services, estate planning, insurance services, retirement plans and a community foundation.

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