Shelley Lightfoot

Executive Director, Principal
Southern California Institute

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Current

Shelley is the Executive Director for the Southern California Institute (SCI); responsible for driving 13 high-quality, collaborative, educational, and informational programs. Shelley's unique combination of experience, passion, and creativity are an excellent contribution for SCI's objective of helping wealth advisors attract and engage clients through collaborative efforts as well as enhance their practice through tactical planning and messaging. With over 20 years of financial management experience, Shelley often educates and consults with advisors from all disciplines through SCI programs and speaking engagements at affiliated organizations.

Professional Background

Shelley has been engaged in the financial services industry since 1986; having held various executive management positions including Vice President of Investments, Compliance Officer, Operations Manager, Sr. Management Consultant, and Business Development Manager. Born and raised in Kansas City, MO (most recently Overland Park KS), Shelley moved to the San Diego area in 2007 while employed with Banc of America, Inc. During her 5 year tenure with BofA, Shelley was second in command of 80 branch locations with 112 employees producing $25 million; extending her industry experience to virtually all areas of financial services, including branch management, regulatory compliance audits, sales supervision, business plan coaching, operational efficiency and national policy review. In addition, Shelley has successfully provided independent compliance and management consulting for financial advisors and broker dealers.

Prior to BofA, Shelley held various management positions with Prudential Securities , DST Systems, and George K. Baum & Company in the Kansas City area. Over the years, Shelley has also participated in the management of several company mergers and acquisitions, numerous financial advisor transitions, training and development programs, back office automation and administration, and served on Prudential's National Operations Advisory Council for over 3 years.

Shelley currently holds the series 7, 8, 63, and 65 designations.

Personal Information

Shelley and her fiance, Kent, are loving life in San Diego. Combined they have 5 children ranging from 11 to 31 years of age. In her free time Shelley enjoys exercising, entertaining, decorating, reading, going to the beach, and hanging out with friends.