

2023 ESL IN THE COMMUNITY REPORT

WEALTH MANAGEMENT



ESL INVESTMENT SERVICES

ESL Investment Services was founded in 1997, and has grown to oversee more than \$879 million assets under management and \$1.8 billion in total assets invested through a dedicated team of more than 50 professionals. The team at ESL Investment Services uses a tailored planning approach with all clients and prospects to help them work toward their financial goals. We understand everyone’s path is different, and our focus is to build a plan for where you are now and where you’d like to go.

In September 2023, ESL announced the expansion of its Retirement Plans Group to further enhance offerings for business owners, corporations, and nonprofit organizations. The team includes Retirement Plan Consultants and a Retirement Specialist who will provide employee education, fiduciary governance support, and retirement plan education services to individuals and businesses. With the recent passage of the Setting Every Community Up for Retirement Enhancement 2.0 (SECURE 2.0), the services provided by the Retirement Plans Group are all the more necessary to help businesses with access to suitable retirement plan offerings.

The graphic features the ESL Investment Services logo at the top, consisting of the letters 'ESL' in a large, white, serif font with a white arc above it, and 'Investment Services' in a smaller, white, sans-serif font below it. Below the logo, the text 'ESL INVESTMENT SERVICES' is written in a white, sans-serif font. Underneath that, '\$879 MILLION' is displayed in a large, white, serif font, followed by the text 'Assets under management as of December 31, 2023' in a smaller, white, sans-serif font. At the bottom of the graphic, 'TOTAL ASSETS INVESTED' is written in a white, sans-serif font, followed by '\$1.8 BILLION' in a large, white, serif font, and 'as of December 31, 2023' in a smaller, white, sans-serif font.

Securities and advisory services are offered through LPL Financial (LPL), a registered investment advisor and broker-dealer (member FINRA/SIPC). Insurance products may be offered through LPL or its licensed affiliates or ESL Investment Services, LLC. ESL Investment Services, LLC, member FINRA/SIPC, provides referrals to LPL and its affiliates. Neither ESL Investment Services, LLC, a subsidiary of ESL Federal Credit Union, nor ESL Federal Credit Union are affiliated with LPL or its affiliates. ESL Federal Credit Union **is not** registered as a broker-dealer or investment advisor. Products and services are offered through LPL or its affiliates by LPL registered representatives doing business as ESL Investment Services. Representatives are dually registered with ESL Investment Services, LLC and LPL and may also be employees of ESL Federal Credit Union. Securities and insurance offered through LPL or its affiliates are:

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COOPER/HAIMS ADVISORS, AN ESL COMPANY

October marked the four-year anniversary of the ESL Investment Services, LLC acquisition of Cooper/Haims Advisors (Cooper/Haims). This marked a significant expansion of wealth management capabilities at ESL, providing fee-based services including tax planning guidance, and personalized financial advice to individuals with more complex needs. The Cooper/Haims team of 13 has grown to support \$1 billion in assets under management.



ESL TRUST SERVICES

Trust and estate planning is essential for financial security and peace of mind. Established in 2017, ESL Trust Services partners with you to manage your life's work, your legacy, and your beneficiaries' future. Services include corporate trustee, corporate executor, estate planning assistance as well as financial and investment support for families, foundations, and nonprofits.

