

Salem Five Cents Savings | Salem, MA

SEAN M. FLYNN

For His Next Trick, Flynn Will Lead 1,000 Bank Reps

As if a place on BIM's Top 50 were not august company enough, Sean M. Flynn is one of just three individuals to make the ranking for the three consecutive years: He finished at No. 37 in 2000 and at No. 36 in 2001. Moreover, the move he made to No. 16 on this ranking is not his biggest this year.

When Flynn's nomination was submitted, he was president of Clippership Financial, the brokerage subsidiary of Salem Five Cent Savings in Salem, MA. The program's broker-dealer still is Commonwealth Financial Network, and Flynn has just accepted a job as national banking manager for the BD.

He has kept all his clients,

and will be working with the same people at Salem Five. But he will also be responsible for expanding Commonwealth's bank brokerage operations, which now handles about 1,000 reps.

"This is the land-grab year," he says. "Lots of clients out there are unhappy. They feel like they've been burned. A lot of people got hurt with books in all large-cap growth. The easy route now is to dump Cisco and buy bonds, but now that you've had your pain, do you want to dump at the bottom?"

—gregory.morris@tfn.com

2002
Production: \$1.3 million

Assets: \$170 million

Clients: 580