

Nick Mariniello Bio



Nick began his career on Wall Street in 1982 as a stockbroker and rose through the ranks to become the national sales manager for one of the first independent brokerage firms in 1991. Five years later, Nick decided to stretch his entrepreneurial legs and started his own brokerage and advisory company which grew to over 250 advisors around the country. In 2004, Nick sold investment brokerage company to a NY private equity firm and started a new venture focused on delivering institutional investment management to trust banks, via a revolutionary technology platform he developed with his partners. This innovative approach to trust account investing, combined cutting-edge technology traditional active management quickly became the benchmark for regional trust banks. After growing that business to over 40 banks and \$10 Billion in assets under administration, Nick and his partners sold the company to LPL Financial, the country's largest public, independent brokerage firm in 2011. In 2013, Nick started Upstream Business Consulting, a boutique consulting firm catering to investment advisors and capital raising. Based in New Jersey, Nick and his team of elite business performance coaches focus their energy on helping professional service providers, business owners, and corporate executives achieve massive results through a pro-active coaching process developed over 3 decades of entrepreneurial experience and professional training.

Nick currently serves on the Board of Directors for the Monmouth Ocean Development Council, where he also co-chairs the Business Growth committee. Nick splits his time between his homes in New Jersey and North Carolina and is married to his wife Eileen for 29 years.