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FOR IMMEDIATE RELEASE

Due Diligence Works, Inc. is proud to announce that Kate Meissner has joined the firm.

Montclair, New Jersey – August 14, 2017 — “We are very excited to have Kate join DDW. Kate’s leadership role at M&T Bank and in the broker-dealer community will be put to good use at DDW,” noted Mike Freeman, President and Co-Founder of DDW, Inc. Kate will join DDW as the *Director of Product Management*.

“From the very beginning, I have believed that DDW has an important role to play in how our industry meets the new challenges presented by heightened due diligence needs and the fiduciary standard. In joining the DDW team, I’m excited to have a front row seat as the industry evolves,” shared Kate Meissner.

“For many years I have turned to Kate for her insights on product management, so I am thrilled to have her bring her intellectual capital to DDW and our clients,” added Jack Cramer, Co-Founder of DDW, Inc.



KATE MEISSNER brings 17 years of experience in financial services and broker-dealer product management, most recently leading the Product Team at M&T Bank’s broker-dealer as the *Director of Product Management*. Ms. Meissner started her career at M&T Bank in 2003 as an analyst in the Bank’s Trust and Investment Group. She spent several years in Marketing and Strategic Planning roles before moving into Product Management in the Bank’s Managed Account and Broker/Dealer divisions. Ms. Meissner earned Bachelor’s Degrees in Business Administration and Biology from Houghton College and holds FINRA Series 7, 24, and 63 licenses.

DUE DILIGENCE WORKS, INC. supports the Executive Team at broker-dealers in two ways:

- 1) **Ongoing Due Diligence** for all products currently on your shelf with up-to-the-minute, deep-dive, product-level research.
- 2) **Product Shelf Optimization.** DDW brings its independence and expertise when recommending specific products for a firm’s product shelf. We actively and regularly recommend which products to keep, monitor, remove or add in order to meet your firm’s needs and the industry’s requirements.

DDW provides due diligence and product shelf optimization for five product lines: Annuities, Managed Money, Mutual Funds, Life Insurance and Structured Products.

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