



Les Campbell
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Les Campbell

“My father used to say that getting rich is actually pretty easy. You just have to have the discipline to spend less than you make, month after month, year after year, and invest the difference wisely.”

- Financial Professional holding Series 7, 63 licenses
- Investment Advisor with Herbert J Sims Capital Management, an affiliate of Herbert J Sims. (Series 66 license)
- Serves on the board of LifeNet 4 Families
- Active with the Rotary Club of Ft. Lauderdale, The Crohn’s and Colitis Foundation of America and other charitable organizations
- Active in the municipal bond business since 1997

Les Campbell started his career as a CPA for Price Waterhouse, and served for many years as the C.F.O. for two large real estate developers in south Florida.

He believes that this background allowed him to develop a very professional and organized approach to financial planning. He also believes that his customers appreciate his thoughtful, low-key approach to handling their accounts.

Les joined HJ Sims in 2002, and appreciates the fact that HJ Sims is a family-run company that’s been around since 1935. “Our firm’s longevity and expertise in fixed income securities gives us tremendous credibility in the bond market.”

Les works hard to keep his customers well-informed on general market conditions. He feels that it is extremely important for clients to understand the relationship of risks versus rewards when making investment decisions. “I’m a conservative fixed income guy. First and foremost, I want to protect capital. As we often say in this business, return of principle is more important than return on principal.”