



# C. K. COOPER & COMPANY

Our Insight, Your Growth

**KYLE LAUZON  
DIRECTOR  
INSTITUTIONAL SALES GROUP**

Telephone: (949) 477-9300  
Facsimile: (949) 477-9211  
E-Mail: [klauzon@ckcooper.com](mailto:klauzon@ckcooper.com)



Kyle Lauzon is the Director of the Institutional Sales Group for C. K. Cooper & Company, a full-service investment bank focused on providing superior and insightful research coverage to its clients; innovative investment banking solutions supported by sales and trading services; and portfolio advisory and management services for private clients.

Mr. Lauzon joined C. K. Cooper & Company in October of 2009 to grow the firm's Institutional Sales Group. In this role, Mr. Lauzon is responsible for facilitating the institutional sales activities of the firm including research sales, company road shows and cultivating new clientele in the Southeast region. He is also responsible for expanding the life sciences and biomedical consulting platform in the firm.

Mr. Lauzon has 18 years experience in the financial services sector and for the last 10 years has been exclusively focused on institutional research sales in the healthcare and technology sectors. Most recently, he was a Managing Director of Institutional Equity Sales at Biologic Investment Research, LLC.

Prior to joining Biologic Investment Research, LLC, Mr. Lauzon was the Director of Institutional Equity Sales for Dawson James Securities. At Dawson James, he was responsible for building out the institutional equities distribution and trading platforms. Mr. Lauzon also developed and managed regular expert led conference calls, surveys as well as both deal and non-deal corporate road shows. Mr. Lauzon received multiple awards while at Dawson James in 2006 & 2007 for top institutional production.

In late 2001, Mr. Lauzon joined Sterling Financial Investment Group as an institutional sales representative where by the end of 2002 he had become the desk's top producer and was awarded "MVP" status for his exceptional performance.

Mr. Lauzon holds series 7, 24, and 63 securities licenses.