



WEALTH MANAGEMENT

OF JANNEY MONTGOMERY SCOTT LLC



MEET THE TEAM

With our years of combined industry experience, we strive to provide excellent service as we guide our clients through the phases of investing: wealth accumulation, wealth preservation and wealth distribution. Learn more about our team below.



DREW G. DEIMLING, AWMA®, AIF® | First Vice President / Wealth Management
Financial Advisor | 513.914.2302 | ddeimling@janney.com

Since 1997, Drew has been providing financial services to individuals and families, making recommendations in line with their financial futures. After graduating from Miami University in Oxford, OH with degrees in business and psychology, Drew began his financial services career at Smith Barney. While at Smith Barney, he developed his fundamental investment philosophy and completed advanced training in retirement and investment planning.



CHRISTOPHER A. MOLER, CFP® | First Vice President / Wealth Management
Financial Advisor | 513.914.2303 | cmoler@janney.com

Chris began his career in the financial services industry in 2004. As a CERTIFIED FINANCIAL PLANNER® professional, he loves developing and implementing financial plans for individuals and families to help them achieve their lifestyle goals. He received his bachelor's degree from the University of Dayton, which he attended on a soccer scholarship. Chris' collegiate soccer career enabled him to travel extensively throughout the United States and Europe. He has also held various teaching positions at the University of Dayton and Edison Community College.



JEFFREY A. MOSSBARGER, AAMS™ | Senior Vice President / Wealth Management
Financial Advisor | 513.914.2301 | jmossbarger@janney.com

Jeff is the founding member of MDM Wealth Management. Jeff has 40 years of managerial and advising experience. In addition to Series 7, 63, 65, and 8 securities registrations and applicable insurance licenses, Jeff is an Accredited Asset Management Specialist™, a professional designation awarded by the College for Financial Planning. He holds a bachelor's degree from Ohio University and has taken post graduate courses at Capital University and Xavier University.



LISA E. WILLHOITE | Senior Registered Private Client Associate
513.914.2304 | lwillhoite@janney.com

Lisa is the team's Senior Registered Private Client Associate. Her experience in the financial services industry encompasses more than 30 years. She joined the team in 2008 and coordinates client meetings, reviews, and events. Her focus is to ensure that we are interacting and meeting with clients proactively in order to address their needs and exceed their expectations. Lisa holds her Series 7 and 63 registrations in 32 states.



SAMUEL A. MATHIS, CFP®, CIS™ | Account Executive
513.914.2317 | smathis@janney.com

Sam joined the MDM Wealth Management team in 2019. He obtained his bachelor's degree with a specialization in Financial Planning from the University of Cincinnati. As a CERTIFIED FINANCIAL PLANNER® professional, he enjoys creating holistic financial plans and implementing investment strategies to simplify your financial life. He is the team's insurance specialist, helping clients preserve and secure their legacy through long term care & life insurance solutions.



TAYLOR MORGAN | Private Client Associate
513.914.2306 | tmorgan@janney.com

Taylor interacts with clients on a daily basis to help resolve a wide range of inquiries such as transfer of funds, ACH & Fed Wire disbursements, opening new accounts, updating records, and other administrative matters. She manages the team's complex operational procedures with a careful attention to detail.



OUR DESIGNATIONS: HELPING US SERVE YOU



CERTIFIED FINANCIAL PLANNER® PROFESSIONAL

A CERTIFIED FINANCIAL PLANNER® professional works with clients to create holistic long-term plans in order to help them meet their financial goals. Exam education focuses on investment, tax, risk management, insurance, estate, and income planning.



ACCREDITED ASSET MANAGEMENT SPECIALIST™

The Accredited Asset Management Specialist™ professional designation is recognized as an industry benchmark for asset management credentials and is endorsed by the top financial firms.



ACCREDITED INVESTMENT FIDUCIARY®

Accredited Investment Fiduciary® Designees can demonstrate that they have met educational, competence, conduct, and ethical standards to carry out a fiduciary standard of care and serve the best interests of their clients.



CERTIFIED INCOME SPECIALIST™

A Certified Income Specialist™ can provide advanced guidance on a wide range of investments that provide regular income with preservation of capital including corporate & municipal bonds, treasuries, cash reserves, utilities, and preferred shares.



ACCREDITED WEALTH MANAGEMENT ADVISOR™

An Accredited Wealth Management Advisor™ is a wealth manager specializing in high-net worth clients and their unique needs including growing, preserving, and transferring their wealth.

MDM COMPASS PLANNING PROCESS

**A DISCIPLINED APPROACH
TO ACHIEVING YOUR
GOALS AND NAVIGATING
THE MARKETS.**

**As Your Net Worth Grows,
Managing Your Wealth
Presents Additional
Opportunities and Challenges:**

- Tax efficiency in savings strategies, investment process, and retirement income become more complex
- Family estate planning may require advanced trust strategies and coordination of legal and tax advisors
- Life, liability, or long term care insurance may allow you to secure your lifestyle and your family's legacy
- Additional debt management, lending, and cash management offerings
- Family businesses, real estate, or company stock may be a large portion of your wealth
- You gain access to more cost effective and personalized investment strategies
- Charitable planning to support causes and organizations that are important to you



Navigating These Objectives Takes Experience, & Requires Time And Attention To Your Specific Needs

Our Compass Planning Process has been developed and refined through decades of experience addressing the unique challenges and opportunities of high-net-worth families.

Team members focus on specific topic areas to bring you services and solutions tailored to fit your unique needs, preferences, and goals across all areas of wealth management.

**We Do Not View The Creation
Of A Plan As The Finish Line,
But Rather A Starting Point**

Following an initial draft plan, we communicate consistently. We are aware of events and updates in your life that demand planning. *We will collaborate with your CPA and attorney to ensure that we consider a wide range of possible solutions.* We will help you prioritize topics to focus on over time, bring you proactive advice whenever possible, and be available to respond to the unexpected.

The Result Is A Blueprint Of Your Total Wealth Picture, Guiding Asset Allocation Recommendations

For a detailed description of Advisory programs' services and fees, refer to the Janney Form ADV Part 2 disclosure document, available upon request and online at www.janney.com.

OUR COMMITMENT TO YOU

There are many financial advisory teams that you can choose from. Why work with us?

High net worth families should demand a higher quality experience. Our team is committed to delivering that experience with:

Boutique Service For A Small Number Of Families

- We are financial planners and investment managers primarily for families with \$2-20 million net worth. With decades of experience serving high-net-worth families, our planning process is built upon the more complex risks and opportunities they commonly face.
- We work with a limited number of families so that we may spend the time and attention required to apply our experience effectively. Our team is fully dedicated to being responsive and accessible when you need us.
- Our team spans multiple generations, ensuring the support and guidance you receive will continue indefinitely. The measure of our success, and how we differentiate ourselves from other teams, lies in the strength of our relationship with you.

High Impact Financial Planning

- Our holistic approach ensures your financial decisions are not made in a vacuum. We take the time to understand your unique needs, cultivate our relationship, and create a customized financial plan that is reviewed as it evolves in response to your needs.
- We integrate cash flow, debt management, real estate, education, retirement, tax, estate, insurance, philanthropic, and business planning into our on-going conversations with clients. We apply a time-tested standard of care to each topic area to bring clients the best lessons our experience has taught us.
- Our assessment considers your future income and investment needs, while seeking to potentially reduce your exposure to risk and the impact of taxation.

Customized Investment Solutions

- Taking into account historical risk and return characteristics of various asset classes as well as your risk tolerance, we craft the most efficient asset allocation to help reach each of your goals.
- Guided by our investment and research team, we underweight and overweight exposure to sectors and geographies within the global market to take advantage of current market conditions.
- We blend Active and Passive investment strategies to gain broad asset class exposure in a cost-effective manner, utilizing stocks, bonds, mutual funds, ETFs, and separately managed accounts.
- Access to exclusive managers in alternative asset class markets such as Hedge Funds, Private Credit, and Private Equity.





ABOUT JANNEY MONTGOMERY SCOTT LLC

With roots tracing back to 1832, the Financial Advisors of Janney Montgomery Scott LLC have continued to build their reputation for providing timely service and knowledgeable financial consultation to individual and institutional clients.

Janney Montgomery Scott LLC is an integral part of the nation's financial history, having held the second oldest membership on the New York Stock Exchange. Through this unique perspective, we have seen our industry—and our clients—evolve. We have adapted to meet the challenges presented by change while adhering to the core principles of our founders—and our client commitment: service, trust and integrity. Our core principle is helping individuals and their families grow, manage, protect and transfer their wealth.

IMPORTANT DISCLOSURES

Your Relationship With Janney

Depending on your financial needs and personal preferences, as well as the fees and costs associated with those services, you may opt to engage in a brokerage relationship, an advisory relationship or a combination of both. Each time you open an account, we will make recommendations on which type of relationship is in your best interest based on the information you provide when you complete or update your client profile.

If you engage in a brokerage relationship, you will buy and sell securities on a transaction basis and pay a commission for these services. Our recommendations for the purchase and sale of securities will be based on what is in your best interest and reflect reasonably available alternatives at that time. If you engage in an advisory relationship, you will pay an asset-based fee which encompasses, among other things, a defined investment strategy, periodic review, and performance reporting. We will serve in a fiduciary capacity for your advisory relationships.

For more information about Janney, please see Janney's Relationship Summary (Form CRS) on www.janney.com/crs which details all material facts about the scope and terms of our relationship with you and any potential conflicts of interest.

Awards and Recognitions

Reference to any award, accolade, or third-party rating received by Janney Montgomery Scott LLC ("Janney", "the Firm") or an employee of Janney herein do not constitute a guarantee of future investment success, nor does an award, accolade, or third-party rating imply any specific level of skill or performance in relation to services provided through the Firm. The selection process for this award is based on certain criteria determined by the awarding entity, which may differ from those of other awards, and may not necessarily reflect a Financial Advisor's overall performance or individual qualifications. This recognition should not be considered as an endorsement or guarantee of any Financial Advisor. As with any financial planning or investment advice, past performance is not indicative of future results, and investors should carefully consider their personal financial goals and risk tolerance before making decisions. For more information about any awards referenced, including relevant criteria, please visit Janney.com/award-disclosures or contact your Financial Advisor.



FOCUSED ON THE MOST IMPORTANT FINANCIAL FUTURE
IN THE WORLD — YOURS.

Life happens, we are here for you when it does. It's about going beyond investing. It's about connecting your life and your finances.



CONTACT US

MDM WEALTH MANAGEMENT OF JANNEY MONTGOMERY SCOTT LLC

8044 Montgomery Road, Suite 415, Cincinnati, OH 45236

mdmgroup@janney.com | 513.914.2320 | www.MDMGroup-Janney.com

© JANNEY MONTGOMERY SCOTT LLC | MEMBER: NYSE, FINRA, SIPC | REF. 2315900-1225

FOCUSED ON THE MOST IMPORTANT FINANCIAL FUTURE
IN THE WORLD — YOURS.

No needs are more important than your own. At MDM Wealth Management, our client commitment is the same today as it has always been. Since our founding, we've made your needs, your goals, our own. Whatever is important to you is important to your financial plan. We take into consideration all aspects of your life to help you effectively meet current needs while staying focused on your future objectives.

