Janney

Nehrbas Wealth Management

of Janney Montgomery Scott LLC

MEET THE TEAM

Our team members have dedicated their careers to guiding individual investors and families through some of life's most important financial decisions by focusing on quality advice and dedicated service. Our culture is fostered by the individuals on our team who all have an attitude of 'client first' and genuine personal attention.

FORBES BEST-IN-STATE WEALTH MANAGEMENT TEAMS

Forbes recognized Nehrbas Wealth Management as a Best-in-State Wealth Management Team for its best practices, client retention, and industry experience, amongst other criteria (2023, 2024, 2025).

FT 400 Ranking March 2017

FINANCIAL TIMES – TOP 400 ADVISER

Financial Times recognized Andy Nehrbas as a Top 400 Adviser for three consecutive years in March of 2015, 2016 and 2017. Areas of consideration for the FT 400 include assets under management, asset growth, years of experience, industry certification, FINRA compliance record and online accessibility.

ON WALL STREET

On Wall Street, a leading magazine providing financial advisors at the largest and most prestigious brokerage firms with the best information and analysis in the industry, featured David Penn in their February 2011 issue.

SUBURBAN LIFE MAGAZINE

Nehrbas Wealth Management was featured in Suburban Life Magazine in February 2015.

BARRON'S

Andy Nehrbas was recognized by Barron's as one of 2009's Top 1,000 Financial Advisors and Top 10 in Pennsylvania. Barron's rankings are based on data provided by over 4,000 of the nation's most productive advisors.

MAIN LINE TODAY

Main Line Today performed research of Financial Professionals in the Main Line area who are best-suited to assist with the financial needs of today's economy. They found 13 Main Line experts perfectly suited for this bumpy ride.

YOUR LIFE, YOUR PLAN, YOUR LEGACY

A DISCIPLINED APPROACH TO WEALTH MANAGEMENT

Our Philosophy: Your Life is the Blueprint

We believe a successful financial journey begins with a single, powerful idea: your life, with all its unique goals and aspirations, is the only blueprint that matters. The deeper our understanding of you, your family, and your vision for the future, the more effectively we can guide you toward confident, optimal decisions.

This is why we insist that a comprehensive financial plan precedes any investment strategy. Your portfolio is not the starting point; it is the powerful engine we build specifically to drive your plan forward, aligning your wealth with what you value most.

THE NEHRBAS EXPERIENCE: A PROCESS BUILT AROUND YOU

Our process is designed to translate your aspirations into a clear, actionable strategy.

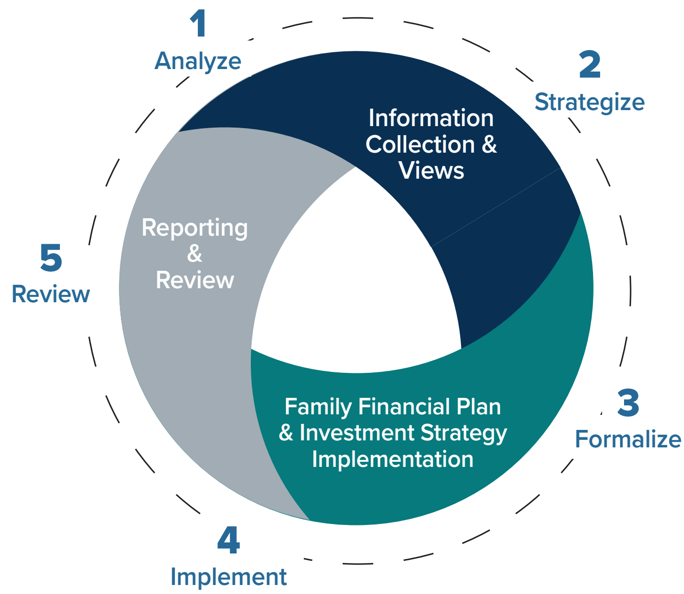
1. The Financial Plan: Defining Your Success – It begins with a conversation. We dedicate ourselves to understanding what success looks like on your terms—your objectives, your concerns, and your dreams. This deep discovery process culminates in a comprehensive financial plan. This is more than a document; it is our shared roadmap, establishing the foundation for every decision we make together and helps keep you moving in the same direction of your financial goals.

2. The Investment Portfolio: Your Plan in Action – With your plan as our guide, we construct a custom-tailored investment portfolio. This is where your objectives meet our knowledge and experience. We design a portfolio aligned with your specific time horizon and risk tolerance, seeking to deliver strong, risk-adjusted returns. We consistently monitor market dynamics and evaluate investment opportunities, helping your portfolio is not just built for your goals, but is also responsive to the world around it.

3. Review and Adapt: An Ongoing Partnership – A financial plan is a powerful starting point, but it's not a static document. Your life is in constant motion, and your financial strategy can be built to move with it. We treat financial planning not as a one-time event, but as a dynamic and continuous practice. Through proactive reviews, we work together to assess what's working, what isn't, and what needs to change. This helps to keep your financial strategy aligned with your evolving life. This isn't a plan you create once; it's a journey we guide you through.

OUR CORE CAPABILITIES: HOW WE ADD VALUE

Flowing directly from your plan, we implement a sophisticated and integrated set of strategies designed to grow and preserve your wealth.



- **Strategic Portfolio Construction:** Our sole commitment is to your success, which is why our investment advice is completely product-agnostic. Our goal is not simply to build a portfolio, but to engineer the one that we believe gives you a strong probability of achieving the goals outlined in your financial plan.

  This philosophy dictates a disciplined approach focused on maximizing risk-adjusted returns. We build this portfolio with a resilient core of diversified, low-cost investments. To further tailor the portfolio and capture specific opportunities, we also maintain the capability to select individual high-quality companies. This is a deliberate process, guided by a close working relationship with our research providers and their in-depth fundamental analysis. For qualified investors, we can unlock further potential through select private investment opportunities.

- **Asset Allocation Strategies:** Because we believe what you keep is paramount, we weave sophisticated tax planning into the fabric of your financial life. This goes far beyond basic strategies. We focus on strategic asset location. From managing concentrated stock positions to navigating complex estate planning, our goal is to protect your wealth and preserve your legacy.

- **Behavioral Financial Coaching:** True financial success is measured by clarity and confidence, not just account balances. We act as your dedicated coach to help you master the human side of wealth. This means moving beyond market analysis to help you understand the purpose and potential of your assets. We guide you in viewing your wealth as a powerful resource—to help you towards securing your future, fund your passions, and create a lasting legacy.

  Crucially, we also help you build the skills to lead productive family conversations about money, legacy, and values. By removing behavioral blind spots and fostering open communication, we help you make disciplined, intentional decisions. This partnership, focused on both your portfolio and your peace of mind, is our most valuable contribution to your success.

- **Adaptive Wealth Management:** Your life is not static, and your financial plan shouldn't be either. Our process is designed to be dynamic, adapting with you through every life stage—from wealth accumulation and career transitions to retirement and legacy planning. We work towards designing a strategy that remains aligned with your evolving goals.

CONTACT US

Nehrbas Wealth Management of Janney Montgomery Scott LLC

40 Morris Avenue, Suite 200, Bryn Mawr, PA 19010
610.526.7200 | www.NehrbasGroup.com | nehrbasgroup@janney.com

WHO'S ON YOUR TEAM

ANDREW R. NEHRBAS | **Executive VP / Wealth Management, Financial Advisor**
610.526.7230 | **anehrbas@janney.com**

With over 30 years of experience, Andy Nehrbas has guided clients through all market cycles, earning national recognition for excellence. He began his career working alongside his grandfather, chairman of a national financial firm, gaining early insight into markets, investing, and client relationships. Andy went on to hold leadership roles at Merrill Lynch and Legg Mason, where he served as Branch Manager and a 22-time member of the President's Council. In 2009, he co-founded Nehrbas Wealth Management at Janney Montgomery Scott.

A graduate of Franklin & Marshall College, Andy is an avid squash player and national amateur champion. He's a former President of Merion Cricket Club and actively supports SquashSmarts and Presbyterian Children's Village. He and his wife enjoy racquet sports, fly fishing, biking, and skiing with their four children.

DAVID S. PENN, CFA® | **Executive VP / Wealth Management, Financial Advisor**
610.526.7225 | **dpenn@janney.com**

David Penn over 30 years of financial experience across institutional leadership and private wealth management. A former Head of Wealth Management and Executive Committee member at Janney, he oversaw product strategy, financial planning, and investment platforms including Janney Capital Management. Prior to his current role as an advisor, he led investment product development at Smith Barney and held senior roles during a 20-year tenure at Legg Mason.

David holds a B.S. in Accounting from Drexel (highest honors) and an MBA from Wharton. He earned his CPA in 1982 and CFA® charter in 1987. He serves on the Kimmel Center investment committee, and previously led the Baltimore Securities Analysts Society. His blend of quantitative expertise and deep industry knowledge makes him a trusted advisor for complex financial needs.

MEG TEGLER HARDESTY, AWMA® | **Associate VP / Wealth Management, Senior Account Executive**
610.526.7224 | **mhardesty@janney.com**

With over 30 years of experience, Meg focuses on helping clients manage their wealth through personalized planning and deep operational expertise across trusts, estates, 401(k)s, and education accounts. Her passion for financial guidance stems from personal experience, and she is committed to empowering others. A graduate of St. Joseph's University, she serves on the board of the Willistown Conservation Trust and is past President of the Friends of St. Christopher's Hospital for Children. Outside the office, Meg enjoys nature, volunteering, and outdoor adventures with her husband and their two Vizslas.

STEVEN M. LANE, CFP®, AWMA® | **Associate VP / Wealth Management, Financial Advisor**
610.526.7226 | **slane@janney.com**

Steve brings over two decades of experience in wealth management with a focus on investment management and comprehensive financial planning. As a lead resource for market strategy at Nehrbas Wealth Management, Steve plays a pivotal role in guiding clients through complex financial landscapes.

He holds both the CFP® (Certified Financial Planner) and AWMA® (Accredited Wealth Management Advisor™) designations along with the Series 7, 66 and insurance licenses. Steve graduated from The Hill School in Pottstown, PA and earned his B.S. in Finance from Elon University.

Outside of work, Steve is actively involved in his community through church and coaching his daughters' sports' teams. He enjoys golfing and spending time outdoors with his wife, Betsy, and their daughters, Evelyn and Vivian.

CHRISTOPHER W. GAGNIER, CFA®, CIMA® | **Financial Advisor** | **610.526.7258** | **cgagnier@janney.com**

Chris Gagnier joined Janney in 2021 and brings over a decade of financial services experience. He focuses on advising individuals, families, and small businesses on advanced portfolio strategies — offering guidance in investment management, comprehensive planning, retirement income, education funding, tax and estate strategies, and executive compensation.

Chris holds the CFA® and CIMA® designations, along with FINRA Series 6, 7, 63, and 66 licenses. A graduate of Franklin & Marshall College, Chris is a passionate squash player and avid outdoorsman who enjoys golf, fishing, skiing, and spending time with his wife Chelsea, daughter Caroline, son Reed, and their dog, Buck.

SUSAN MCCOLLIAN | **Senior Registered Sales Assistant** | **610.526.7220** | **smccollian@janney.com**

With nearly 40 years in the financial services industry, Susan supports portfolio managers and their clients with exceptional service and operational insight. She joined Janney in 2015, bringing her deep industry knowledge and client-first approach. Susan is a graduate of St. Joseph's University and holds Series 7 and 63 licenses. Passionate about giving back, she volunteers at the Hub of Hope and the Ronald McDonald House. She lives in Broomall with her husband Bill and their rescue dog, Cooper, and enjoys time with family, Philly sports, travel, and theater.

SCOTT NEHRBAS | **Private Client Associate** | **610.526.7220** | **smccollian@janney.com**

Scott provides comprehensive support for client accounts and investment administration, bringing strong technical skills and a legacy of family service in financial advising. A graduate of Franklin & Marshall College with a focus in economics, he contributes to operational systems and client service excellence. A lifelong athlete, Scott helped lead his college squash team into the national top 10 and continues his involvement through the nonprofit SquashSmarts. He also enjoys fly-fishing, skiing, and sailing.

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. We rank as a top-tier, full-range firm, providing financial services, investment banking and municipal and public finance services. Our primary business, however, is helping individuals and their families grow, manage, protect and transfer their wealth.

IMPORTANT DISCLOSURES

For a full description of Janney's investment advisory products and services, please refer to Janney's Form ADV Part 2, available on Janney's website or by contacting your Janney Financial Advisor. Janney Montgomery Scott LLC Financial Advisors are available to discuss the suitability and risks involved with its advisory accounts.

The concepts illustrated here have legal, accounting and tax implications. Neither Janney Montgomery Scott LLC nor its Financial Advisors give tax, legal, or accounting advice. Please consult with the appropriate professional for advice concerning your particular circumstances.

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.