



Janney



STEDMARK PARTNERS®

Building your financial future at Janney Montgomery Scott LLC



WHO WE ARE

Stedmark Partners is, according to Forbes (2022-2025), one of “America’s Top 100 Wealth Management Teams.” We are an experienced investment advisory and financial planning practice within Janney Montgomery Scott LLC, a privately held investment management firm headquartered in Philadelphia, Pennsylvania that traces its roots back more than 190 years. Our team’s mission is to deliver financial advice and solutions that enable our clients to make sound financial decisions and navigate the challenges and uncertainties that inevitably accompany long-term investing.

AWARDS & RECOGNITIONS

You’ll find full professional biographies of our advisors in the pages that follow but highlighted below is a sampling of the more than forty awards and recognitions our team and individual advisors have received.

- **STEDMARK PARTNERS:** For consistently delivering high-quality service and making positive impacts on our clients’ lives, Forbes has recognized Stedmark Partners as one of “America’s Top Wealth Management Teams” (2022-2025), and a “Best-in-State Wealth Management Team” (2023-2026).
- **MARK ESKIN:** Mark has been recognized as one of America’s “Top 1,200 Advisors” in Barron’s from 2014 through 2025, and as one of America’s “Top 1,000 Advisors” in Barron’s in 2010, 2012, and 2013. Forbes selected Mark as a “Best-In-State Wealth Advisor” every year from 2018 through 2025. In addition, Mark was recognized by Financial Times as a “Top 400 Advisor” in 2013.
- **ED BLUMENTHAL:** Ed has been recognized as one of America’s “Top 1,200 Advisors” in Barron’s from 2014 through 2025, as well as one of America’s “Top 1,000 Advisors” in Barron’s in 2010, 2012, and 2013. Forbes selected Ed as a “Best-In-State Wealth Advisor” in 2018, and 2020-2025. In addition, Ed was recognized by Financial Times as a “Top 400 Advisor” in 2013, 2014, 2016, and 2017.
- **CHRIS BORDEN:** Chris has been recognized by Forbes as a “Best-In-State Wealth Advisor” (2022-2025), a “Top Next-Gen Wealth Advisor” (2020-2025), and a “Top 40 Regional Broker Under 40” by Financial Planning Magazine (2022-2025).

Cover photograph by Mike Parry



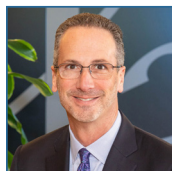
OUR PHILOSOPHY

Life can be unpredictable, and most of the factors that determine long-term investment and financial planning success are quite simply beyond the control of any investor or investment advisor – business and world news, future market returns, inflation, and individual longevity, to name just a few examples. As a result, we focus our efforts squarely on removing guesswork and emotion from the process of managing portfolios and navigating clients toward their financial goals. We emphasize disciplined and thoughtful planning, and work to help clients control what is within their power to control: building broadly diversified and prudently allocated portfolios to help cushion normal market volatility over time; designing strategies to help clients intelligently save (and spend) over their working and retirement years; and periodically reviewing progress toward very specific goals – including education savings, retirement income planning, charitable giving, and legacy planning.

We routinely help clients tackle questions such as:

- Am I saving enough to reach my goals, and doing so in the most efficient manner?
- How much income can I reasonably expect in retirement, and what will the various sources of that income be?
- Which of my assets should I be drawing from first...and last?
- Is there anything I should be discussing with my tax or estate planning advisors to potentially save money on taxes or plan for the benefit of my family (or business)?
- Is there anything I should be doing in my portfolio specifically, or my planning strategies generally, to help get me through a cycle of extreme market volatility?
- Should I buy or lease the new car that I need?
- Are there investment or planning opportunities that I should be taking advantage of during particularly challenging times to help protect my portfolio or enhance my returns?
- Should I borrow, or pay upfront from savings, for significant home renovations (or the purchase of a second home)?
- Do I have sufficient life insurance coverage to protect my family if something were to happen to me?
- To what extent can/should I help an adult child of mine with living expenses (like the purchase of a first home)?
- How do I most efficiently support the charitable causes that are important to me, during my lifetime and beyond?

MEET OUR TEAM



MARK R. ESKIN, AWMA® | Managing Director / Wealth Management
Financial Advisor, CA Ins. #0D23564 | 215.665.6394 | meskin@janney.com | [in](#)

Mark joined Janney in 1999. He is an Managing Director / Wealth Management, an Accredited Wealth Management Advisor™ (AWMA®), and a member of the Firm's CEO Roundtable. He is a Member of the Board of Trustees of Jefferson Abington Memorial Hospital; Jefferson Lansdale Hospital; and Abington Health Foundation, and Past-Chair (2015–2018) of Abington Health's Business Council. Mark also served on the Investment Sub-Committee of Thomas Jefferson University. From 2015 to 2023, he also was a member of the Board of Trustees of Abramson Senior Care, where he served on its Strategic Planning, Investment, Finance, and Nominating Committees. He served for a decade (2007–2017) as a member of the Board of Managers of Janney Montgomery Scott LLC and was an active member of Janney's Profit-Sharing Plan Committee, which oversees the 401(k) Plan for the Firm and its employees. He served as President of the Philadelphia Estate Planning Council (2012–2013), which provides educational and networking opportunities to more than 800 legal, investment, tax, and other professional advisors in the Delaware Valley. He also served on the Estate Planners Advisory Committee of Federation Endowments Corporation of the Jewish Federation of Greater Philadelphia. Mark is a 1990 graduate of the University of Pennsylvania and, although he no longer practices law, a 1993 Magna Cum Laude graduate of the Temple University School of Law.



EDWARD S. BLUMENTHAL, AWMA® | Managing Director / Wealth Management
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Ed joined Janney in 1996. He is an Managing Director / Wealth Management, an Accredited Wealth Management Advisor™ (AWMA®), and a member of the Firm's CEO Roundtable. He was a founding member of Janney's Blue Bell, Pennsylvania branch before moving to the Philadelphia office in 2004 as one of the founding partners of the team. Ed is a member of the Philadelphia Estate Planning Council and has spoken at various industry conferences, including the Securities Industry and Financial Markets Association (SIFMA), The Wharton School's KPMG Global Conference, and other national conferences. Ed is a member of the Regional Board of the Anti-Defamation League, and served as the Board Chair of the Eastern Pennsylvania/South Jersey/Delaware Chapter. He has also served on the Board of Congregation Beth Tikvah-B'nai Jeshurun and was the chair of the Adult Education Committee. Ed is a Certified Instructor with the League of American Bicyclists. He educates and collaborates with cyclists who aspire to ride bicycles safely and confidently, as well as cyclist groups in preparation for the MS City to Shore Ride for Multiple Sclerosis. He graduated from the University of Rochester in 1990 and is a member of the George Eastman Circle



CHRISTOPHER BORDEN, CFP®, AEP® | Managing Director / Wealth Management
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Chris joined Janney in 2008 after graduating from Temple University's Fox School of Business. He is an Managing Director / Wealth Management and is a Chair of Janney's Financial Advisory Council. He holds the CERTIFIED FINANCIAL PLANNER™ professional (CFP®) and Accredited Estate Planner® (AEP®) designations. This prestigious certification is awarded by the Certified Financial Planner Board of Standards, Inc. to individuals who meet rigorous education, examination, experience, and ethics requirements. Chris is an adjunct professor at Temple University, teaching a financial literacy class to undergraduate students and is a frequent guest lecturer for the financial planning program within the Fox School of Business. Chris is also the Vice President of the Temple University Alumni Association and is on the Board of Directors of the Philadelphia Estate Planning Council.



JULIE MAXWELL | Vice President / Wealth Management, Financial Advisor
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Julie joined Janney in 2013 and is a Vice President / Wealth Management. She is a 2010 graduate of Hobart & William Smith Colleges with honors in Political Science. Julie is also a 2015 graduate of Temple University's Beasley School of Law, where she focused her curriculum around tax and transactional law, and is a licensed member of the Pennsylvania and New Jersey Bars (non-practicing). Julie is a member of the Philadelphia Estate Planning Council, the Women's Interactive Network at Janney, the Heron Society (William Smith Athletics), Dobro Slovo (Slavic Studies National Honors Society), and a founding member of her local Toastmaster's International Club where she previously served as Treasurer. Before joining Stedmark Partners in 2019, Julie was the head of Janney's Tax Reporting Department. She also served as a personal regulatory analyst to Janney's CEO during his tenure as Chair of the Securities Industry and Financial Markets Association (SIFMA).



NOAM ZILBERSTEIN, AWMA® | Account Executive
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Noam joined Janney in 2023 and is an Account Executive and an Accredited Wealth Management Advisor™ (AWMA®). Prior to joining Stedmark Partners, Noam was an experienced health and welfare benefit consultant at WTW. Within his role, he serviced some of the firm's largest and most complex clients. He partnered with executives to analyze, develop, and implement long-term strategic plans for companies' employee benefits programs. He earned his Bachelor of Business Administration degree from Temple University's Fox School of Business, where he majored in Risk Management & Insurance, as well as Marketing.



Photograph by Stan Singer

OUR PRACTICE & MINIMUM ASSET LEVEL

Our typical clients are successful individuals, as well as business enterprises, medical institutions, non-profit organizations, and other professional practices. Collectively, our individual, charitable, and small-business clients have entrusted more than \$2 billion of assets to our team's care. We are extremely proud of the fact that many of our client relationships extend over decades, and in a number of instances, span as many as four generations of family members.

Incoming clients of our practice typically will have at least \$2 million of investible assets with our team, which allows us to deliver the full range of our investment management and financial planning services. This minimum also enables us to maintain consistently high levels of advice, service, and attention to our clients. We recognize the importance of continuing to serve families seamlessly over very long periods of time, so for existing clients who already have more than \$2 million of investible assets with our team, we welcome the opportunity to subsequently engage with their parents and/or children at any asset level (even if below our usual minimum) that allows us to be of practical service.

We strongly believe in complete fee transparency. Our consolidated and comprehensive wealth management solutions are delivered on a flat percentage fee basis. This professional investment advisory approach is critical to our mission, as we act as fiduciaries in seeking to deliver prudent and personalized investment and financial planning advice to each new generation of clients.

EXPERIENCE, SOLUTIONS & GUIDANCE

A thoughtful, disciplined, and experienced understanding of the financial world is key to our approach and promotes a level of forward-thinking advice that differentiates us from other financial service providers. This enables our team to deliver truly personalized strategies that are most appropriate for each client's unique situation.

Our investment philosophy—which has remained consistent throughout our team's history—emphasizes strategic long-term planning and discourages short-term and speculative trading. We focus on asset allocation, diversification, and utilization of investment tools that are appropriate for achieving our clients' future financial success. With consideration to your unique needs and preferences, we will help to identify the type of relationship that is most appropriate for you. We emphasize:

- Prudent investment management
- Comprehensive financial planning
- Retirement income planning
- Coordination of advice among each client's legal, tax, and other key professional advisors to ensure a holistic and unified approach to wealth management
- Sophisticated portfolio design, implementation, and review
- Charitable and Legacy Planning

** 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.*

A PLAN BUILT TO CONNECT YOUR GOALS TO YOUR WEALTH

There's more to managing your wealth than just investments. We're here to help connect the dots—educating you on your options, then proposing and implementing solutions that align with your needs and preferences, while enabling all aspects of your financial life to work together toward achieving your goals.



Investing



Retirement Planning



Business Planning



Asset Protection



Estate Planning



Cash Flow, Budgeting
and Lending



Education Funding



Philanthropic Giving





OUR SERVICE TEAM

We are very fortunate to have a talented and dedicated team of Client Service Associates, the majority of whom have more than two decades of experience and hold their own securities licenses as registered representatives as well. They handle all day-to-day administrative matters and routinely assist us in delivering and implementing investment management and financial planning advice to our clients in a timely, efficient, and highly personalized manner.

For assistance with administrative matters, please note you can reach our entire client service team at a single email address: stedmarkservice@janney.com. To learn more about our team and the licenses they hold, [click here](#).



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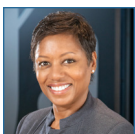
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IN APPRECIATION

We are forever grateful to Stan Singer who laid the foundation of the practice that, together with Ed and Mark, became “Stedmark Partners.”

Stan entered the financial services industry in 1964, and shortly after joining Janney in 1973, became one of the earliest CERTIFIED FINANCIAL PLANNER® professionals in the United States. For more than four decades, he diligently worked to help clients identify and achieve their long-term financial goals. We salute him for his vision and enduring commitment to excellence.

We are thankful to Stan Singer and our long-time clients, Michael Parry and Stan Silverman, for the beautiful photographs that grace the pages of this brochure (along with Jay Gorodetzer, for the professional photographs of our team). Their work serves as a wonderful reminder that having the time and resources to appreciate the people and world around us is what successful financial planning is ultimately designed to achieve.



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.

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