

WELLSPRING

OUR INITIATIVE TO KEEP YOU IN THE KNOW

A Year of Growth *Rooted in our Core Values*

Responsible Relationships | Collective Intelligence
Service Innovation | Performance Accountability

Working with

500+

UHNW Individuals,
Households,
Family Offices, and
Businesses

\$5B+

Assets Under
Management*

*Assets under management include assets associated with our management of clients' securities portfolios on a discretionary and nondiscretionary basis, as well as assets associated with our financial planning and consulting activities, which may include family office services, bookkeeping and bill pay services, budgeting and cash flow analysis and projections, and tax and estate planning review and advice.

Over the past year

We are honored to serve a **14% INCREASE** in families and clients who have entrusted us to manage their wealth.

Over the past 3 years

Our assets under management* have increased by **35%, 79%, AND 52%** respectively.

AS WE GROW, SO DO OUR CAPABILITIES AND SERVICE OFFERINGS.

Our organic growth is a result of building strong client relationships and from client introductions.

We would like to thank you for your trust and confidence and for introducing us to your friends and family.

RECOGNITION



SHOOK™ RESEARCH
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FA Top 50 Fastest
Growing RIAs



FT 300 Top Registered
Investment Advisors
(RIAs)

FA Top Registered
Investment Advisors
(RIAs)

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Dear Friends,

As summer begins and businesses reopen, it is a time of hope for all of us. We look forward to vacations with family and friends, trips to the beach, and barbecues by the pool. Although parts of our lives will go back to normal, other realities are here to stay.

What will remain the same is GM Advisory Group's focus on our core values: responsible relationships, service innovation, performance accountability, and collective intelligence. We continue our commitment to helping you and your family reach your life goals, and enjoy the peace of mind that comes from the knowledge that you are in good hands.

During the first half of 2021, GMAG implemented many changes to continue to build on our quality of service. Team members have stepped up into new leadership roles, and some exciting new hires have joined the firm. We are also pleased to announce that we have opened a new office in Florida. Now, our team can serve you and your family from our offices in New York City, Melville, and Boca Raton. With the rollout of our new Client Portal, you now have 24/7 access to your most important financial information from your desktop, tablet, or smartphone in a secure environment powered by Microsoft.

In this edition of our magazine, we focus on growth. We also highlight our new, secure digital experience, charitable initiatives through GoodWorks, outreach to students through our NextGen platform, and much more.

As always, please feel free to reach out to me personally if you have any questions. We look forward to continuing to serve you and we thank you for your trust and confidence.

Wishing you and yours a wonderful summer filled with quality time with your family and friends.

Warmly,

FRANK P. MARZANO, CFP®, CPA
MANAGING PRINCIPAL



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WELLSPRING
Summer 2021 Edition

OUR PROMISE

To show up for our clients every day and always respect and appreciate their trust and confidence.

OUR CORE VALUES DRIVE OUR CULTURE

Responsible Relationships

We treat our clients the way we want to be treated. We uphold the pillars of a strong relationship: we actively listen, ask the right questions, offer trusted advice, communicate with transparency, and consistently show up personally and professionally.

Collective Intelligence

We actively promote the expansion of our knowledge, recognizing that investing in the professional growth of our team members provides value to our clients. We continually seek out new ways to build our in-house capabilities and our integrated network of professionals in service to the goal of seamlessly tailored financial planning and advice.

Service Innovation

To deliver the highest level of personalized service, we continually deepen our understanding of what works best for our clients. We strive to exceed what anyone might expect of a leading wealth management firm by investing in technology and seeking out new ways to improve the client experience.

Performance Accountability

We bring innovative thinking to our disciplined investing framework and all of our services in order to pursue the specific goals that each client defines. By prioritizing results, our approach aims to promote client confidence through unpredictable markets and support their goals of creating and preserving wealth for future generations.

NEW OFFICES, NEW VIEWS

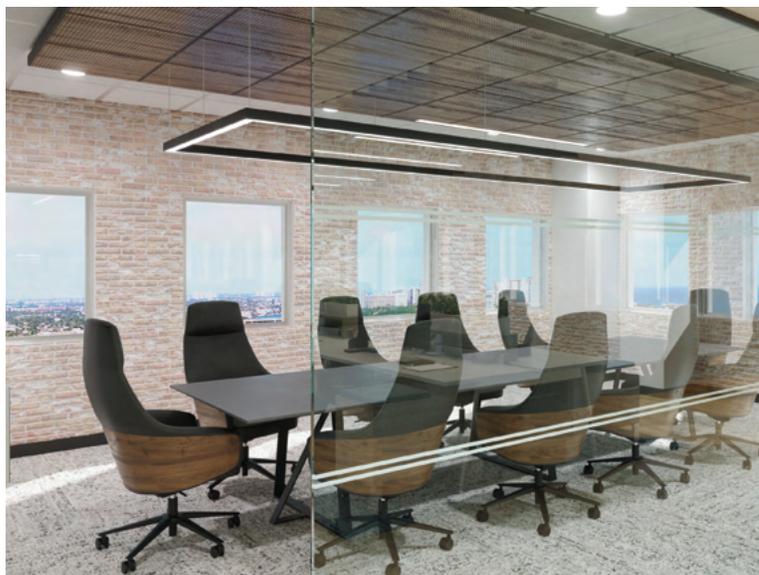


BOCA RATON



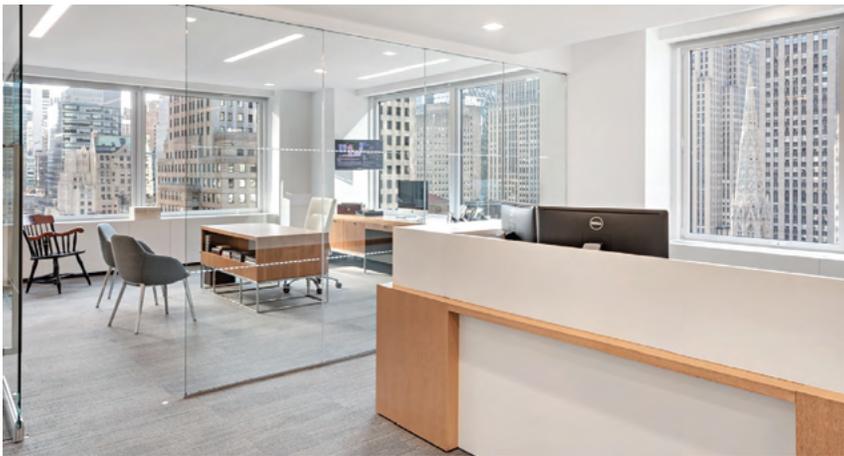
The GMAG team is excited to announce a new office in Boca Raton, Florida. With ocean views, the downtown location is now our third office.

While GMAG continues to evolve, our focus on client service excellence remains at the core of our business.

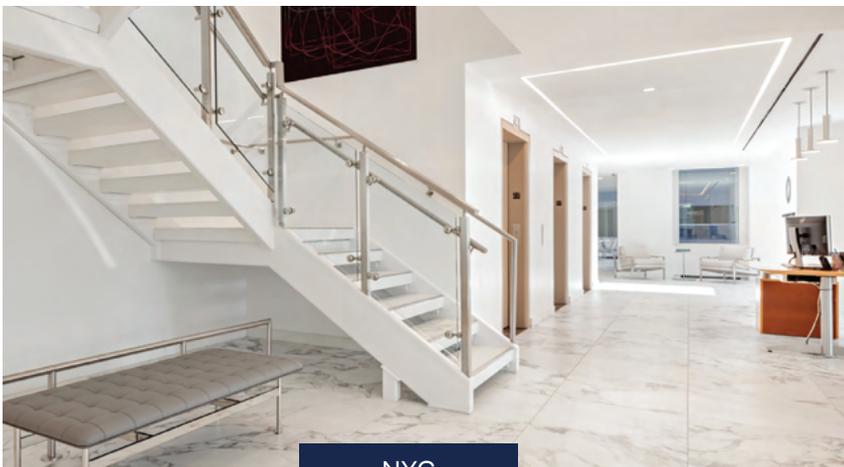




MELVILLE



NYC



Our New York offices in Melville and Manhattan continues to grow. Over the next year, we will be moving our Melville office to a fresh new space down the road that is being designed around cutting-edge technology.

“GMAG continues to grow, bringing new faces to our team and expanding our footprint to help our clients achieve their financial goals.”

— The GMAG Operations Team



NEW HIRES

The GMAG family is growing to further our commitment to providing the best service to our partners and clients.



STEVE HOWE
Director of Operations

With extensive experience working with independent RIAs, BDs, Qualified Plan/TPA, Insurance, and Corporate Trust services, Steve is responsible for increasing efficiencies across the firm. Previously, he served as Vanderbilt Financial Group's CCO and Firm On-Boarding Manager.



MARIANA LOMBARDI
Client Relationship Manager

Mariana brings a decade of experience to our new Boca Raton office. A former Wealth Management Professional at Goldman Sachs, she has held roles at Credit Suisse and BNP Paribas. Mariana is fluent in three languages and holds an MBA in Finance from the University of Miami, School of Business Administration.



MATTHEW YAKSTIS, CPA
Family Office
Accounting Manager

In addition to managing client financials, Matthew is responsible for supervising staff in our Family Office. He is a CPA, who brings a decade of experience to the team, serving most recently as Manager in the Client Accounting Advisory Services Group at Anchin, Block & Anchin LLP.



RYAN BOICO
Client Service Associate

Ryan joined GMAG as a Client Service Associate after completing an internship at one of the Big 6 accounting firms in New York City. He holds a BS in Business Administration from Ohio State University, Fisher College of Business.



ALYSON WOOLBRIGHT
Client Service Associate

Alyson is a globe-trotter, who joined the Client Service team after completing an internship with Renatus Advisors, a financial advising firm in Puerto Rico. She has studied in Barcelona and volunteered in Costa Rica and the Dominican Republic. Alyson holds a BS in International Business, The College of Charleston.

INTERN TO TEAM MEMBER

Our competitive internship program prepares future leaders for the jobs of tomorrow. GMAG regularly hires from within our pool of skilled interns.



2021 GMAG INTERNS: Nik Higgens, Will Robin, Jesse Freitag, Gerald Filardi, Juliana Gadaleta and Julie Watson



After successful internships at GMAG, **OLIVIA CACCIATORE**, Compliance Associate, **JAMES HAYDEN**, Portfolio Reporting Analyst, and **JULIANA GADALETA**, Associate Wealth Strategist joined our team.

“We encourage and support the personal growth of each team member, helping them reach new heights in their personal and professional lives.”

— Lauren Onsrud, Chief of Staff

PROMOTING FROM WITHIN

Recent Promotions

We recognize and appreciate the hard work and dedication of our GMAG team.



SEAN ROGERS
Director of Finance and Family Office Accounting



PATRICK WREN
Private Wealth Advisor

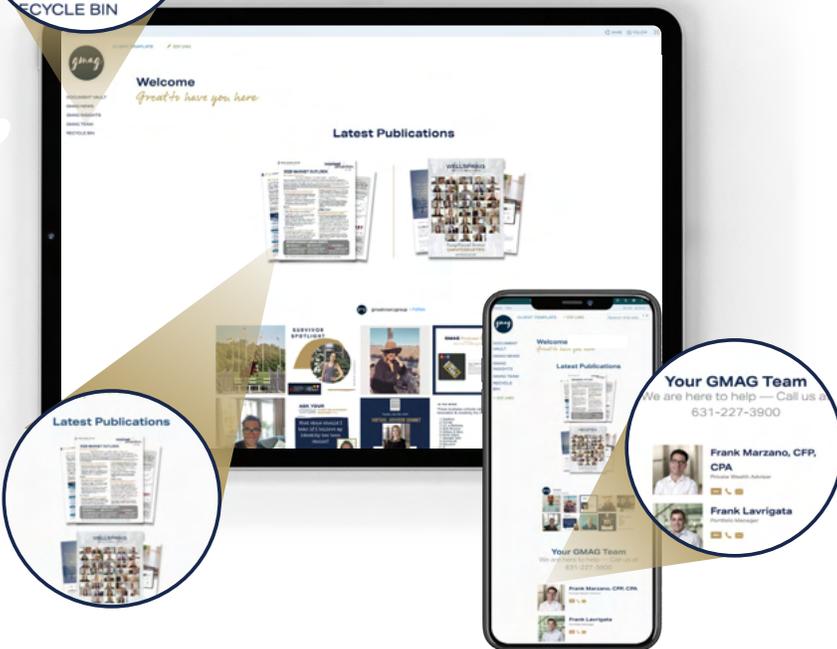


ARYANNA GHARANFOLI
Client Relationship Manager

THE GMAG CLIENT PORTAL

The GMAG Client Portal is a one-stop platform that grants you immediate access to essential documents, securely and conveniently, anywhere you go. This game-changing platform's rich features integrate seamlessly on your most trusted devices: desktops, smartphones, laptops, and tablets.

DOCUMENT VAULT
GMAG NEWS
GMAG INSIGHTS
GMAG TEAM
RECYCLE BIN



What can the GMAG Client Portal do for you?

- A unique document vault that provides secure access to your most important documents, and allows you to view them easily
- Convenient connection with your service team members via phone or email through a button in the app
- Dashboard insights to GMAG's most up-to-date investment outlooks, and social media feeds as well as the current edition of our *Wellspring Magazine*

Our team is leading the way in adopting new technologies by providing in-house expertise and best practices.



WHY SHAREPOINT?

Your privacy is our highest priority.

We selected Microsoft's SharePoint as the platform for sharing vital information with you while protecting your documents.

- SharePoint's security features include data encryption, uptime guarantees, third-party verification and security practices, and advanced access controls to ensure only authorized users have access to data on the Portal.

WELLSPRING

GMAG's Wellspring —

Keeping You In the Know

Wellspring is our client-oriented digital news source, where we curate the latest in GMAG thought leadership, events, and updates contributed by our team of professionals and other thought leaders.

WEALTH STRATEGIES

Pass-Through Entity Taxes: Many states are implementing a voluntary entity-level tax combined with a state tax credit that essentially would provide a workaround to the \$10,000 SALT deduction limitation.

Roth IRA Conversions: Converting a Traditional IRA to a Roth IRA can allow for tax-free growth and distributions of retirement assets in exchange for paying taxes up front. With the potential for tax rates to increase, and changes to inherited IRA rules this is an opportune time to evaluate this strategy.

State Residency: With many anticipating a move to a low or no tax state, there are many issues to consider, including the requirements to abandon your residence and the sourcing of business income.

INVESTMENT PERSPECTIVES

Investment opportunities are constantly evolving alongside changing economic conditions. As a result, we believe it is important to regularly communicate our perspective on the prevailing market environment and how we approach positioning your investment portfolio based on our outlook.

WELLSPRING MAGAZINE

Our *Wellspring Magazine* is published to keep our clients in the know about everything happening at GMAG.

WELLSPRING COMMUNICATIONS

GMAG's hand-curated lineup of quality content, emailed to you, is designed to keep you abreast of the latest news and ideas on the topics that matter.

Follow our updates on proposed tax law changes, including how your situation may be impacted.

wellspring.gmadvisorygroup.com

GoodWorks

Our Ongoing Commitment to Community



CHARLES SCALLARO LEADING THE CHARGE FOR THE LEUKEMIA & LYMPHOMA SOCIETY.

This year, the Leukemia and Lymphoma Society nominated Charles Scarallo as “Man of the Year.” A Private Wealth Advisor / Wealth Strategist, he has worked closely with GMAG’s valued clients since 2016. As a new father, Charles understands the critical importance of paving the way for a better tomorrow—and as a member of GMAG, he knows how much it has personally affected his colleagues.

Charles led GMAG team members to raise \$74,212 to fight blood cancers and achieved a spot in the top five for teams across the United States.

Fellow team members Lyndsey Gorham and Aryanna Gharanfoli were the top two fundraisers on the team, raising over \$10,000 each. The team has nominated Aryanna to lead next year’s competition.

**Blood cancer survival rates
have increased to **65%****



Someone is diagnosed with a Blood Cancer every 3 minutes in the United States.

Yet, survival rates have increased from 14% in 1960 to over 65% now, due in large part to the Leukemia and Lymphoma Society.

HOW WE CONTRIBUTE

Every year, GMAG donates to dozens of nonprofit organizations that make a real difference in our community. Here are a few worthy causes we’ve supported.

- Smile Farms
- Cooley’s Anemia
- SYJCC
- Valerie Fund
- COPE
- Oasis
- Rotacare
- Cristo Rey



125⁺ years
 Providing
 Community-Focused Care

HUNTINGTON HOSPITAL

Frank Marzano and GMAG continue to support Huntington Hospital as part of our ongoing commitment to serving our community. The Annual Golf Classic in June raised \$863,000 to support the hospital's mission to provide innovative healthcare programs to the local community.

Over 1.8 million Americans are diagnosed with cancer every year. With the help of supporters like GMAG, Huntington Hospital is positioned to enter a new era of cancer care focused on prevention, treatment, social work, psychology, nutrition, and survivorship.

The GMAG team honors and appreciates the dedication and sacrifice of our frontline heroes and essential workers.

LEND A HAND PROJECT | ADOPT A FAMILY

We have partnered with Long Island's Lend A Hand Project and currently sponsor three local families in need by providing them with basic household essentials throughout the year. We look forward to supporting these families and creating long-lasting relationships with each of them.



ALZHEIMER'S ASSOCIATION

Frank Lavrigata and Charles Scarallo golfed on behalf of GMAG at the AFA Golf Classic. This event raises money to provide support to those affected by Alzheimer's and to fund research for better treatment and a cure.

More than 6 million Americans are living with Alzheimer's, a number expected to reach nearly 13 million by 2050. GMAG is dedicated to improving the lives of people with Alzheimer's and finding a cure for it.

6M
 Americans Living
 with Alzheimers



THE GMAG TEAM OFF-DUTY





ENHANCING THE GMAG EXPERIENCE

Our Unified Technology Platform

As part of our digital transformation, GMAG has invested in multiple technology platforms for a carefully curated experience that is customized to the unique needs of our clients. When evaluating new technologies, our first priority is always protecting your personal information. Our extensive vetting process results in a unified technology suite not offered anywhere else.



**Sue Cheema, Director of Technology
and James Hayden, Portfolio
Reporting Analyst**

Our Digital Initiative

The tech platforms we choose must create secure, quality outputs for intelligent decision-making.

A COLLABORATIVE EFFORT

Representatives from each GMAG department gather to determine which technologies can enhance our ability to do what we do best.

Our Director of Technology, Sue Cheema leads the Tech Committee. Her expertise unites our digital elements to create a seamless data and information archive to best serve our clients.

SAFEGUARDING YOUR INFORMATION

Beyond any other considerations, our first goal is to properly safeguard your sensitive information. To that end, the GMAG team uses an encrypted password manager such as LastPass for password management, and we leverage two-factor authentication and other security features on our business platforms.

The team at GMAG handpicked the following technology solutions from industry-leading vendors to help us deliver our bespoke, streamlined services.

Complexity TO SIMPLICITY

Our tech stack helps gather complex information and distills it into actionable insights that can be quickly and easily shared with our clients.



“It’s all part of our effort to be client-focused—designed thoughtfully to provide a superior experience.”

— Sue Cheema, Director of Technology

Cutting-Edge Applications

Used by Your GMAG Team



- Serves as an intelligent resource to unite our departments around our clients
- Creates a shared view of every phase of a client’s journey
- Provides knowledge of a client’s history, interests, and unique goals, which allows us to customize our services to each client



- Allows us to seamlessly control all of our clients’ investment management workflows, monitoring, pre-trade compliance, rebalancing, order management, and post-trade compliance
- Helps us hold to our fiduciary responsibility to manage our clients’ tolerance
- Adapts to our clients’ evolving needs, goals, and risk tolerances



- Offers comprehensive portfolio insights to deliver a complete financial picture
- Delivers comprehensive portfolio views and reporting
- Creates a full narrative of each client’s investments, including those outside GMAG



- Offers an intelligent way to track, manage, and pay our clients’ bills
- Harnesses technology to streamline the payment process
- Gives our clients total control and transparency on how their bills are paid, allowing for real-time client approvals

Questions about the technology that powers GMAG? Reach out to your CRM for more details.



*gmag*NextGen

WHAT IS NEXTGEN?

The GMAG NextGen's mission is to provide independent, engaging, and relevant resources that will better prepare the next generation of our clients, friends, and families for financial success.

Our NextGen committee, comprised of young professionals with their fingers on the pulse of the latest trends, meets regularly to evaluate new tools and resources.



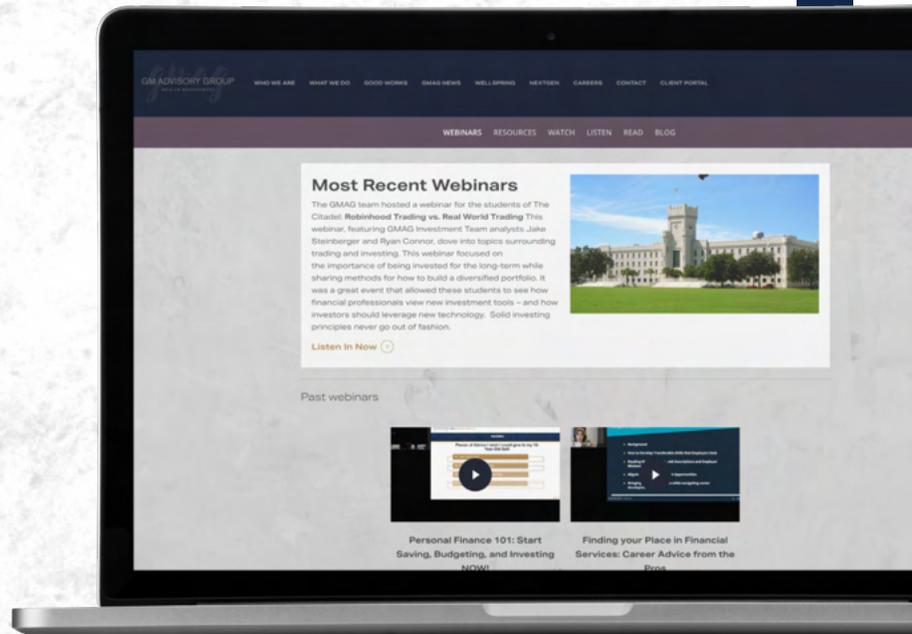
Mike Bueti, Portfolio Analyst, Jake Steinberger, Research Analyst, Aryanna Gharanfoli, Client Relationship Manager, Ryan Connor, Research Analyst, James Hayden, Portfolio Reporting Analyst

MOST RECENT WEBINARS

NextGen professionals host a series of webinars for students to discuss how they can use financial knowledge to make smarter life decisions. Our webinars concentrate on the basics of saving, spending, and investing and provide useful tips that young adults can apply to their financial lives.

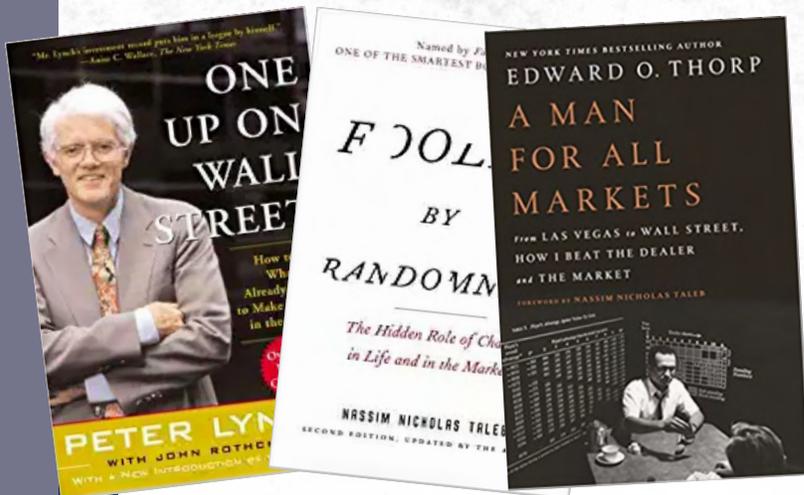
RESOURCES FOR YOU

We continuously evaluate the best tools and resources to give young adults an advantage in today's fast-paced world.



“The best investment we can make is in the time and education we provide our children.”

— Frank P. Marzano, Managing Principal

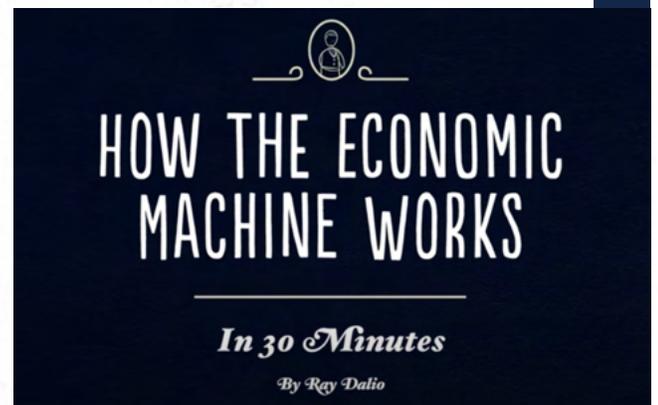


FINANCIAL LITERACY LIBRARY

We have curated a selection of books and articles that will provide a foundation for smart financial decision-making.

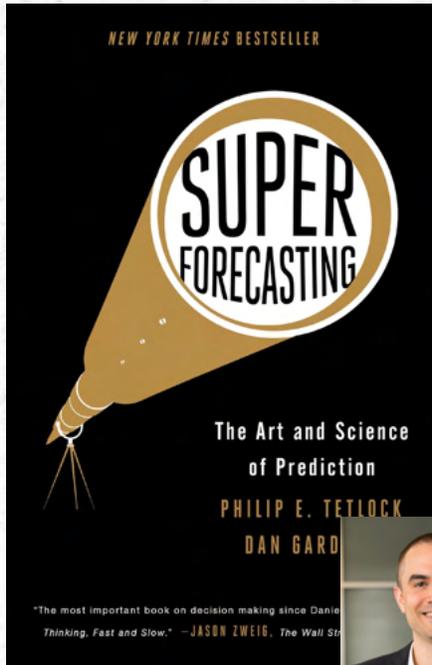
WATCH AND LEARN

From YouTube videos to podcasts, we have vast resources when it comes to finding good information. We curate valuable content and share it with you.



GMAG Book Club

What we're reading



Ryan Connor, Research Analyst, recommends

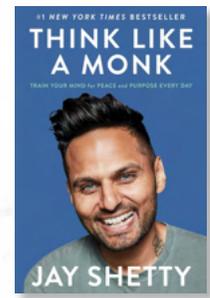
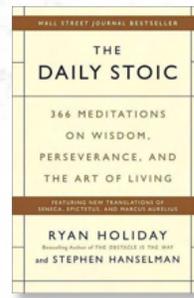
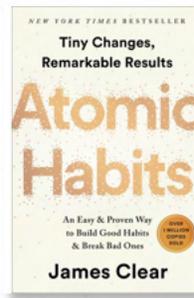
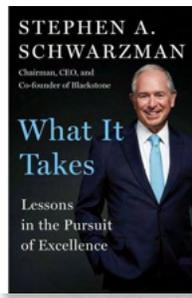
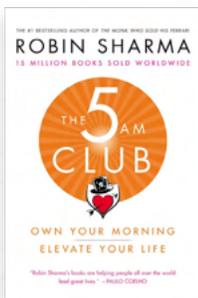
Super Forecasting

The Art and Science of Prediction

by **Philip E. Tetlock & Dan Gardner**

In *Super Forecasting*, Tetlock and coauthor Dan Gardner offer a masterwork about prediction, drawing on decades of research and the results of a massive, government-funded forecasting tournament. *Super Forecasting* offers the first demonstrably effective way to improve our ability to predict the future—whether in business, finance, politics, international affairs, or daily life.

Previously Recommended Reading



#GMAGBOOKCLUB

GMAG Podcast Club

What we're listening to

Dear Gabby Podcast

with Gabby Bernstein

Dear Gabby is a weekly show where #1 *New York Times* bestselling author and international speaker, Gabby Bernstein, offers up real-time coaching, straight talk, and big love. Episodes include unscripted Q&A sessions in which she coaches listeners through life-changing transformations, plus free-flowing conversations about personal growth and spirituality.



Women of Purpose

The women of GMAG are focused on personal growth. They recommend *The Universe Has Your Back* as the latest book on their reading list.

GMAG provides holistic support for female clients and team members as part of its ongoing commitment to elevating women in the workplace.



“We believe that true well-being comes from a focus on holistic growth. We support and encourage personal development for all the members of our family—our team and our clients.”

— Frank P. Marzano, Managing Principal

Grow Forward



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