

Lassus Wherley

Building Better Futures

Staff Changes

We're pleased to announce the following changes and additions to our Client Services team.

J. Charles Pawlik, whom many of you met over the phone, was promoted to Associate Analyst and joined the firm's advisory staff effective May 1st. Charles has a Bachelor's degree from the Pennsylvania State University and is currently enrolled in the Certified Financial Planner's program at Fairleigh Dickinson University. Charles will assist with the planning and client advisory activities.

Betty S. Thomas, who is currently an Investment Specialist in the Investment Operations Group, will transition to the client services area as a Planning Associate. Betty is currently responsible for rebalancing models, cash positions, voting proxies and developing investment plans. She is enrolled in the Certified Financial Planner program at Bergen County Community College. She will assume more planning responsibilities and assist with the advisory function.

Mary Ellen Nicola joined Lassus Wherley July 1 as a Senior Financial Advisor. She will be doing financial plans, handling client projects and playing an active role on client teams. Her background includes working with high net worth executives, business owners and physicians in all areas of wealth management. She has 15-plus years' advisory

experience primarily with Ayco and more recently with Wachovia Bank. At Ayco, in particular, she was an Executive Counselor to high net worth corporate 500 executives. She has a Bachelor of Science degree from St. Peter's College and has completed graduate work at Fairleigh Dickinson University. She received her CFP designation from the College for Financial Planning in 1990.

Jeannette Palma joined Lassus Wherley as a Financial Advisor July 5. Her responsibilities include planning, projects, and client communications. She has 10-plus years' advisory experience primarily as a financial consultant and more recently with Mass Mutual where she performed comprehensive financial planning for high net worth individuals and businesses. Ms. Palma has a Bachelor of Science degree from Drexel University, attended the CW Post College Certified Financial Planner program at NYU and received her Certified Financial Planner designation in 2003. She has also earned additional designations including, ChFC™, and CLU™.

Jennifer G. Liguori, JD will be moving to North Carolina in early September. We wish her well and will miss her next tax season.

Our Client Services staff focuses on financial planning, taxes, answering questions, looking at alternatives and keeping up to date with changes in our clients' lives and circumstances. We also keep current on changes in the financial industry and in the many changes to tax legislation.

Lassus Wherley

Building Better Futures

LWA News

Disaster recovery is a subject we visit periodically. In fact, several years ago we asked three clients to help us do a live disaster simulation. Our client participants were wonderful! One was effectively irate, one persistent and one clueless (all at our direction, of course!). This year we're doing another test – the **“Bird Flu” version**. The subject is increasingly newsworthy. We will simulate running office operations with everyone quarantined at home. As with our first test, we are sure we'll have some interesting results.

New Providence Summer Concert Series – As part of our support for the local community, Lassus Wherley sponsors one of the eight summer concerts, **“A Night Under the Stars,”** at the Centennial Park across the street. Held every Thursday evening from July 6 through August 24th, each concert features a “Kids Show” from 6:30pm to 7:15pm and a Concert from 7:30pm to 9:00pm. This year on July 13th we hosted the evening and introduced Byron Smith and his group from Madison,

Protecting Client Data is the title of the **cover story in the June 2006 *Financial Planning Magazine***, and Lassus Wherley is featured in a segment of the story titled, “Securing the Network” authored by Ed McCarthy. Last

fall we engaged IND, a computer security firm to conduct a network security analysis covering our work stations, firewalls, routers, switches, servers and other components including business applications. IND was surprised at how well we had covered any exposures but nonetheless recommended additional measures to further strengthen the overall security framework. The article can be viewed on the internet at <http://www.fpanet.org/journal/index.cfm>.

We announced almost a year ago on our web site that we had moved the **Florida Office** to Bonita Springs but in case you missed it we thought we'd share a picture:



Diahann's Doings

Diahann was honored by **Executive Women of NJ** in their **Salute to Policy Makers Awards Dinner** on May 4, 2006. A great time was had by all including the Governor and many LWA employees.

She was interviewed for **One on One with Steve Adu-bato** in a series discussing financial education for students going off to college.

Diahann served as committee chair and emcee of the awards ceremony for the **National Association of Women Business Owners** North Central Jersey Chapter for their Women of Inspiration Event on April 27, 2006.

Diahann was elected to the Board of Directors of the **National Association of Personal Financial Advisors (NAPFA)** for a three-year term beginning in September. NAPFA sets the highest membership standards for professional competency, comprehensive financial planning, and fee-only compensation and provides consumers with access to these financial advisors across the country.

Diahann was also recently appointed to the **NJ Society of CPAs Magazine's Editorial Advisory Board**.

NewsNotes

Staff Notables

Kevin McCormick, our Technology and Business associate, has been named **one of America's most eligible bachelors in *People Magazine!*** In order to enhance his technical skills, Kevin built a web site last fall to teach himself web development. He placed pictures of his wardrobe on the internet and asks visitors to select combinations of shirts, pants, shoes and socks to make up an outfit for the day. In some cases he has an outfit for a special event, and in every case he wears the most popular selections and takes pictures to post so his followers can see their choices in action. www.dresskevin.com was named one of the top 24 web sites of 2005 by **Yahoo!** **CNN** featured his story on the Paula Zahn hour Monday, February, 20, 2006, and **CBS The Early Show** aired a segment March 14th. We thought this was the end of the story, but in May *People* magazine designated Kevin one of the most eligible bachelors in the country! And then July 19th he appeared on NBC's **Today In New York** and Fox 5's **Good Day New York**.



Betty Thomas has been working with the **Emmanuel Corporate Development Center** in New Brunswick. The mission of the Emanuel CDC is to strengthen low-income families and individuals through programs and services that enhance health, economic security, and overall quality of life. The Center is partnering with the **Elijah's Promise** project to bring financial education and mentoring to the participants. Since 1989 Elijah's Promise has been helping low-income people in the central New Jersey community. "From nutritious meals, to social services and health screening, to culinary arts job training to our own catering business, Elijah's Promise has been moving people from hunger to wholeness."

The financial education project involves mentors guiding participants through the process of setting goals, making decisions and taking action to meet their goals. A number of LW employees have signed up to participate as mentors including Pat McCormick, Robin Rabin, Charles Pawlik, Pat Daquila and Betty. Other mentors include individuals from several area banks, real estate companies and self-employed individuals. Diahann and Clare will be mentoring the mentors.

*Hope
you're
having a
great
summer!*

Our Statement of Values

For Our Clients...

- **Genuine Concern:**
 - Practicing “Hand Holding”
 - Going beyond traditional services
 - Returning calls on a timely basis
- **Honesty and Integrity**
 - Making sure clients know how we feel
 - Always correcting errors in favor of the client
 - Being sensitive towards billing
 - Maintaining an appropriate client relationship
 - Doing anything to remain trustworthy

For Our Community...

- Perform pro bono work
- Give back to the community

For Our People...

- Recognize family values
- Respect fellow workers

For Our Profession...

- Maintain professional and industry expertise
- Stay current with technology
- Value innovation
- Stay leaders in the industry