Matthew A. Yanni (left), CFA, CFP® established the Investment Advisory Firm of Yanni & Associates Investment Advisors, LLC. (YAIA) in January of 2007. He is currently the Firm’s Principal and Chief Compliance Officer. Prior to that, he worked for 10 years at PNC, a major Pittsburgh financial institution. While at PNC, he spent his first three years in both the Equity Research Group and the Investment Strategy Group. Matt was then promoted and worked the next seven years as a Vice President and Investment Advisor managing assets for high net-worth families.

Matthew is a 1996 graduate from Allegheny College with a B.A. in Economics. He is also a 1997 graduate from the University of Pittsburgh where he earned his M.B.A. in Finance. Additionally, he has earned two of the most prestigious, post-graduate investment certifications: Chartered Financial Analyst (CFA) designation and the Certified Financial Planner (CFP) designation. Matthew passed the Pennsylvania Health, Accident, & Life Insurance exam in September, 2016. He is now eligible to sell life insurance and other related products. Matthew is a native of Pittsburgh and resides in Pine Township with his wife, Tara, their two daughters, Katherine & Ella, and one son, Jacob.

Leslie C. Dinello (right) is YAIA’s Office Coordinator and has been with the Firm since March, 2015. Leslie’s responsibilities include various ongoing correspondences with clients, coordinating vendor and other business related outsourced relationships, processing client account paperwork & Investment Policy Statements (IPS), and other general administrative duties. She is also a Notary Public. Leslie currently resides in Beaver with her husband, Kevin.

Investment Analyst Associate – Coming Soon!

Yanni & Associates Investment Advisors, LLC, (YAIA) specializes in providing investment advisory services, primarily for families with assets over $250,000. We believe in a very systematic approach to investing. Our initial and ongoing discussions will focus on your goals, objectives, return expectations, ability to cope with risk, your withdrawal needs, expected time horizon for your money, your experience and knowledge of the markets, as well any legal or unique needs you may have.

YAIA has approximately $60 million under management across seventy families in approximately 18 different states. The Firm’s current relationships include many different types of accounts including regular investment advisory accounts, trusts, traditional IRAs, Roth IRAs, SIMPLE IRAs, SEP-IRAs, 401(k)s, Profit Sharing plans, 529 plans, corporate accounts and charitable fund accounts.
In more detail, YAIA’s investment philosophy is as follows:

1. **Asset allocation** – Historically speaking, over 90% of a portfolio’s return can typically be attributed to asset allocation (one’s stock-to-bond mix). Our role is to make sure each account, individually and collectively, is appropriately aligned to a client’s goals. We do this through a thorough interview process with each of our clients supported by ongoing communications. We will then set an appropriate long-term target asset allocation (which would normally be changed if there are major changes in life or market circumstances). Finally, YAIA will create a customized and comprehensive written IPS describing your goals and objectives, along with YAIA’s recommendations rationale. We review your IPS with you on a continuing basis to ensure your investments are properly aligned with your goals. Compliance regulations require that clients and YAIA co-sign on these agreed upon investment goals; this ensures our auditors that we are aligning our clients’ asset allocations with their long-term objectives. Accounts that move more than 10% outside of the agreed upon range are considered out of compliance. At that time (if not well sooner), it will be YAIA’s responsibility to either rebalance the account or have all parties sign off on a new IPS. For example, a 50% stock / 50% bond account that has drifted beyond 60% stocks is considered to be out of compliance. Rebalancing and overall portfolio analysis typically takes place on a frequent basis.

2. **Diversification** – We will usually invest approximately 2/3 to 3/4 of the stock exposure segment into large-cap stocks and then blend around that with small-cap, mid-cap and international segments (all segments can be subdivided further into “value” and “growth”). We then modestly overweight certain segments based on current and future expectations for the economy. Fixed-income segments will be managed based on the current and expected interest rate forecast in conjunction with matching tax bracket, risk tolerances, withdrawal, and time horizon needs. This will be considered the “core” part of our portfolio which typically encompasses a high majority of one’s overall assets. Depending on our current view of the markets and economy, we may also invest smaller portions in specific market segments. These “niche” investment ideas will help us diversify your portfolio even further and allow us to invest in current market themes.

3. **Security Selection** – YAIA primarily utilizes low cost mutual funds, index funds, or exchange-traded funds (ETFs). ETFs resemble index funds as they are very inexpensive, but unlike mutual funds, trade intra-day like stocks and historically have lower, year-end, “pass-through” capital gains. YAIA’s strategy is to primarily use inexpensive investment vehicles for most “core” parts of the portfolio and to attempt to provide enhanced returns through specific manager and ETF selections (“niche”). In essence, a high percentage of portfolios could contain index type vehicles or ETFs. We have extensive experience in managing individual stocks, but limit idea generation as they are not typically a part of YAIA’s overall philosophy.

On a quarterly basis, clients receive detailed written reports outlining their portfolio returns (dividends, interest, capital gains, etc.). Clients will also receive a transaction summary sheet outlining their transactions from the previous quarter. Also included in our quarterly reports is our fee statement. YAIA ordinarily charges 1% of assets under management, billed quarterly in arrears.

YAIA’s custodian-of-choice is Schwab Institutional. We partner with this Firm to provide custodial services for our clients. In some instances (such as 529 plans), we utilize custodians other than Schwab. Schwab provides all clients with statements, trade confirmations, and corporate literature. It provides all clients their own website login through Schwab.com. Essentially, Schwab is holding a client’s assets and the client provides us with trading authority over them. Schwab then provides us with a fairly open architecture for mutual fund selection, an excellent trading platform, and various research capabilities that we utilize in the best interest of all of our clients.

YAIA is registered with the government as a “Registered Investment Advisor” (as opposed to a “Broker”). As a result, YAIA is considered a “Fiduciary”. Fiduciaries are required by law to place their client’s interest ahead of their own. According to the government, Brokers are not Fiduciaries.

It is also important to note that Yanni & Associates Investment Advisors, LLC. is an independent firm and is therefore free to utilize virtually any investment vehicle available for our clients. We are not compensated by or required to use any specific firm’s offerings (such as one specific mutual fund family). YAIA does not earn commissions or brokerage fees for its investment advisory business (commissions are earned on insurance sales conducted by Matt as an individual). The better we perform for your investments, the more we both earn!