

# Highlights of Fourth Quarter 2007 Accomplishments

## Yanni & Associates Investment Advisors, LLC

### Celebrating a Proud One-Year Anniversary!

1. **New Clients:** Signed contracts with two new clients. Now have signed contracts with twelve different relationships (two additional verbal commitments). We now have clients located in the following states: Florida, Georgia, Illinois, Maryland, Michigan, New York and Pennsylvania.
2. **Assets Under Management:** Assets continue to grow and now approximate \$19 million. Most of the relationships are using Schwab Institutional as the custodian for a majority, if not all of their assets. Managing several different types of accounts including trusts, taxable accounts, 401(k)s, 403(b)s, 529 Plans, corporate accounts, traditional IRAs, Roth IRAs, SIMPLE IRAs, and a charitable fund account.
3. **Investments:** In November, we actively decreased our client's equity exposures relative to their asset guidelines. This underweight in equity allocation is due to the increased turmoil surrounding the subprime mortgage crisis. Further diversification tactics in the equity segment included a few new recommendations aimed at investments that are more appropriate in a slowing economy.
4. **Website Operational:** [www.yanniassociates.com](http://www.yanniassociates.com) is now fully operational. Enhancements of the website will continue on an ongoing basis. Go visit it the next chance you get. Please give us your suggestions on how to improve it.
5. **Compliance Seminar:** In September, we attended the full-day Pennsylvania Securities Commission Seminar in Harrisburg. Various compliance topics were discussed with Certified Financial Planner (CFP) continuing education credits being awarded. This gave us the opportunity to continue to ensure the Firm is in compliance according to the Securities Commission's standards.
6. **Our Family has Expanded:** Tara and I are proud to announce the birth of our second daughter, Ella Elizabeth Yanni. Ella was born Saturday January 5<sup>th</sup> at 5:30 P.M. weighing eight pounds seven ounces. Everyone is doing quite well. Our first daughter, Katie (3), is being a tremendous little helper.



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