



## LPL Financial Welcomes Beltz Ianni & Associates

Oct 23, 2018

**CHARLOTTE, N.C. – Oct. 23, 2018 – [LPL Financial LLC](#)**, a leading retail investment advisory firm and independent broker-dealer, today announced that Beltz Ianni & Associates, LLC has joined LPL's broker-dealer and corporate registered investment advisor (RIA) platforms. Beltz Ianni & Associates reported that its advisors served approximately \$500 million of client brokerage, advisory and retirement plan assets as of Sept. 18, 2018\*. The firm joins from Cadaret, Grant.

Based in Rochester, N.Y., the firm has 16 financial advisors, including managing partners Fred Beltz, David Ianni, Bob Judd and Mark Siler, all seasoned financial services professionals who work together to provide comprehensive services focused on investment management and retirement planning. "Our business model is designed to be able to support clients' across the range of financial services," Judd said. "Our advisors have experience across a range of specialized areas. On the individual consumer side, that includes retirement readiness, wealth management and life, long-term care and disability insurance planning. In the retirement plan space, our teams' knowledge covers recordkeeping, administration, plan design and strategy. Our concept here is to provide the under-\$20 million plan market with the same services that large plan clients receive."

LPL Financial's independent model fit the criteria they were seeking in a growth partner. "We wanted the support and tools from a large organization, and we wanted to have more choice in the products we can offer our clients," Judd said. The team also believes LPL's enhanced technology platform, ClientWorks, can make new client onboarding more efficient and help to drive growth.

"We welcome Beltz Ianni & Associates to the LPL family and are proud they recognized our firm as a leader in the independent space," said Rich Steinmeier, LPL Financial managing director and divisional president, Business Development. "We think each firm should be empowered to model and manage their business in the ways that help them meet their goals. We are proud to offer a depth and range of capabilities and services that can help firms build successful independent businesses by serving the unique needs of their clients. We thank the Beltz Ianni & Associates team for choosing LPL to be their partner for continued growth."

For more information about Beltz Ianni & Associates, visit [Beltz-Ianni.com](http://Beltz-Ianni.com).

Read about other firms that recently joined LPL Financial in the [News and Media section](#).

### **About LPL Financial**

LPL Financial is a leader in the retail financial advice market and the nation's largest independent broker-dealer\*\*. We serve independent financial advisors and financial institutions, providing them with the technology, research, clearing and compliance services, and practice management programs they need to create and grow thriving practices. LPL enables them to provide objective guidance to millions of American families seeking wealth management, retirement planning, financial planning and asset management solutions.

Securities and Advisory Services offered through LPL Financial. A registered investment advisor, Member FINRA/SIPC.

\*Based on prior business. Reported assets have not been independently and fully verified by LPL Financial.

\*\*Based on total revenues, *Financial Planning* magazine June 1996-2018

LPL Financial and Beltz Ianni & Associates are separate entities.