



## ABOUT US

### Andrew J. Krosnowski, K&S Senior Partner



**Hometown:** Mechanicsburg, PA

**College:** Lehigh University, Degree in Business & Economics

**Designations:** Certified Wealth Strategist CWS®

**Career Highlights:** Andy has been in the investment industry since 1985. He has taught investment classes for Montgomery Community College. He has had financial planning articles published in Physician's Assets and Dental Economics magazines and the Washington Business Journal. He provided investment management consulting commentary on the public television show "Money Matters." Andy worked at Dean Witter (which later merged and became Morgan Stanley) for over 13 years and attained the title "Senior Vice President, Investments." From 1987 through 1998, he was honored by being selected into Dean Witter's Director's & President's Club (in recognition of outstanding achievement.) From 1999 to the present, he has been affiliated with First Allied Securities, Inc. Andy works very closely with his investment team (his partner Melissa and their support staff; Sue, Suzi and Larry). He likes to participate in outdoor activities such as: bird watching, fishing, tennis, cycling, swimming, hiking and scuba diving. He has hiked Mount St. Helens, Half Dome, Rainier and Kilimanjaro. Andy completed an Olympic Distance Triathlon in 2002. He enjoys traveling, reading and spending time with family, especially his nieces and nephew and their dogs. In 2012 his tennis team the NOVA Racquetters, won the USTA 4.0 men's National Championship.

### Melissa Scott Paine, K&S Partner



**Hometown:** Westchester County, New York

**College:** American University, Degree in International Relations & Economics, Virginia Tech, MBA in Investment & Financial Services

**Designations:** Certified Financial Planner CFP®, K&S Branch Manager

**Career Highlights:** A graduate of American University, Melissa double majored in economics and international relations. Following completion of her degree, she began her professional career in 1996 with Dean Witter (now Morgan Stanley) where she initially partnered with Andy. In 1999, Melissa and Andy teamed together to be partners in Krosnowski & Scott LLC, their shared private practice. Melissa serves as Branch Manager and is responsible for compliance in the office. In May 2003, Melissa earned the Certified Financial Planner® professional designation. In May 2008, Melissa received her Masters of Business Administration from Virginia Tech's Pamplin School of Business.

Melissa was born and raised in Westchester County, NY and her husband Robert, a FCPS Civics teacher, have two sons, Christopher and Joshua.



Gain from an independent perspective.



**Krosnowski & Scott LLC**  
Investment & Retirement Planning Specialists

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Securities offered through:  
**First Allied Securities, Inc.**  
A Registered Broker/Dealer  
and Member FINRA/SIPC

Advisory services offered through:  
**First Allied Advisory Services, Inc.**  
A Registered Investment Advisor



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# “Comprehensive Wealth Management”

For over twenty years Krosnowski & Scott, LLC has been comprehensively serving the wealth management needs of corporate employees in the telecommunications and petroleum energy industries. We provide these specialized services by emphasizing an educational approach that addresses all aspects of the financial planning process including such issues as: tax, insurance, college funding, debt management, investment, retirement and estate planning.

## Broker/Dealer-First Allied Securities, Inc. (FASI) The First Allied Difference

First Allied is a privately held company with a vision of providing independent financial advisors with innovative products and strategies, cutting-edge technology and superior service. Approaching 1,000 financial advisors in more than 500 branches located throughout the United States, First Allied is fast becoming recognized as the premier broker/dealer for successful financial advisors.

First Allied is dedicated to providing our advisor partners with the autonomy and opportunity to do what they believe is best for their valued clients.

Advisors registered with First Allied operate independently owned firms to provide you with what they believe to be some of the best options that may help you achieve your financial goals. Our independent representatives are not limited to selling proprietary products, but rather have the freedom to choose from a wide variety of products and services – all of which can be tailored to suit your individual investment needs. This independent approach builds trust in a client relationship.

First Allied advisors pledge to place your interests and concerns first, and are eager to help you identify and potentially reach your goals.

## Trustee /Custodian /Clearing House Partners

First Allied Securities uses the clearing services of Pershing LLC. First Allied and Pershing are members of the Securities Investors Protection Corporation (SIPC).

As a result, securities in client accounts are protected up to \$500,000 (including a maximum of \$250,000 for claims for uninvested cash awaiting reinvestment). For details, please see [www.sipc.org](http://www.sipc.org). Please note that SIPC does not protect against loss due to market fluctuation.

In addition to SIPC protection, Pershing provides coverage in excess of SIPC limits from certain underwriters at Lloyd's in conjunction with another commercial insurance company.<sup>1</sup> The current excess of SIPC insurance program is valid through March 10, 2013. The excess of SIPC coverage provides the following protection for assets held in custody by Pershing and its London-based affiliate, Pershing Securities Limited:

- An aggregate loss limit of \$1 billion for eligible securities—over all client accounts
- A per-client loss limit of \$1.9 million for cash awaiting reinvestment — within the aggregate loss limit of \$1 billion

An excess of SIPC claim would only arise when Pershing failed financially and client assets for covered accounts, as defined by SIPC (for Pershing LLC accounts) or the Financial Services Compensation Scheme (FSCS) (for Pershing Securities Limited accounts), cannot be located due to theft, misplacement, destruction, burglary, robbery, embezzlement, abstraction, failure to obtain or maintain possession or control of client securities, or to maintain the special reserve bank account required by applicable rules.

The leaders of the excess of SIPC coverage program are certain underwriters of the Lloyd's insurance market. Lloyd's currently holds A+ ratings from Fitch Ratings and Standard & Poor's® (S&P®), and an A rating from A.M. Best. These ratings are based on the financial strength of the company and are subject to change by the rating agencies at any time.<sup>2</sup>

*Neither SIPC protection nor the additional excess of SIPC insurance policy protect against loss due to market fluctuation of investments. For more information about Lloyd's, please see [www.lloyds.com](http://www.lloyds.com).*

<sup>1</sup> Pershing's excess of SIPC insurance coverage is provided by certain underwriters at Lloyd's insurance market (\$950M) and Axis Specialty Europe Ltd. (\$50M). Neither SIPC protection nor the additional excess of SIPC insurance policy protect against loss due to market fluctuation of investments.

<sup>2</sup> Credit ratings as of December 16, 2011.

## About Our Corporate Partners: Our Approach

**Communication Plan** – We emphasize frequent communication with our clients on multiple levels. We provide direct contact with our customers through periodic phone conversations, face-to-face meetings and client appreciation events. We also keep our clients informed with financial market updates through email messages and our quarterly newsletter “Financial Fitness”.

**Risk Management Plan** – We employ a process that employs the following strategy to potentially manage investment risk:

- Educate clients on asset allocation strategy.
- Select a target asset allocation and trigger re-balancing mechanism based on the client's investment objectives, risk tolerance and comfort level.
- Coordinate a group of “best of category” investments, taking into consideration such factors as correlation of returns and portfolio overlap.
- Periodically monitor and re-balance client portfolios when they move out of alignment with their stated target asset allocation.

*There is no certainty that any investment strategy will be profitable or successful in achieving your financial objectives.*

**Investment Efficiency** – We seek to select money managers for our clients that we believe:

- Have achieved highly competitive performance records and who are highly rated by industry rating organizations.
- Seek to utilize a lower risk value oriented approach while placing a particular emphasis on the importance of dividends.
- Operate in a low cost environment and whose total annual fees for all services are less than 1.0% to the customer.\*
- Execute a tax efficient style of management that emphasizes low portfolio turnover.

\*Applies to portfolios with investment balances of \$250,000 or more.



First Allied Securities, Inc. offers comprehensive financial and investment services.

### Stocks

- NYSE-listed stocks
- NASDAQ over-the-counter
- All other major exchanges
- Foreign stocks
- Margin accounts
- Corporate finance
- Preferred stock
- 144 and other restricted securities sales
- Employee stock-option plans

### Retirement Accounts

- IRAs
- SEP/IRAs
- Roth IRAs
- Simple IRAs
- Defined benefit
- Money-purchase pension plan
- Profit-sharing plan
- 403(b)
- 401(k)

### Cash Management

- Daily sweep accounts
- Money markets
- Certificates of deposits
- Online account access

### Asset Management

- Independent manager search
- Asset allocation
- Institutional management and research
- Separately managed accounts

### Bonds

- Corporate
- Municipal
- Mortgage Backed Securities
- Preferred Debt
- Government Agency Securities
- Structured Notes

### Insurance

- Fixed annuities
- Variable annuities
- Term life
- Variable life
- Universal life
- Whole life
- Disability
- Long-term care

### Government Securities

- Ginnie Maes
- Treasury bills
- Treasury bonds
- Treasury notes

### Mutual Funds

- Open-end funds
- Closed-end funds
- Networking

### Options

- All major exchanges

### And More

- 529 plans
- Coverdell education savings account

### Alternative Investments

- REITs
- Equipment leasing
- Managed futures
- Equity-linked notes

