

# A Personalized Approach to Wealth Management

Relationships Make All the Difference to Mark Scordato & Associates

The most rewarding things in life are relationships. They pay us back what we put into them, and often a whole lot more. This holds true for families, friends, neighbors, work associates – anyone we spend time with. Anyone, Mark Scordato would add, including your wealth manager.

As president of Mark Scordato and Associates (MSA), Scordato has a vested interest in all of his clients, looking at them not as numbers on a spreadsheet, but as living, breathing human beings. He realizes the better he knows his clients, the better he can relate to them, anticipate their needs, and take action toward securing and growing their wealth.

“I’d have to say the reason we’ve become so successful in this difficult marketplace is that we’re interested in maintaining strong, long-term relationships,” says Scordato. “We go out of our way to understand our clients’ overall needs and life issues – to really know every person and what their life is about. After all, when you’ve got a good view of the whole picture, it’s a lot easier to address pertinent issues and develop innovative strategies.”



Mark Scordato

resources, we’re able to offer individual investors institutional-class asset management.” For those areas beyond the firm’s scope, MSA utilizes a network of like-minded professionals – attorneys, CPAs and insurance specialists – who offer their expertise to its clients.

More than 80 percent of the firm’s business comes from referrals from current clients. “We’re always pleased to get that stamp of approval,” says Scordato. “It’s very gratifying to be able to make a profound impact on people’s lives, whether by solving retirement income problems, helping pass wealth on to the next generation or simply protecting investors from too much risk.”



The MSA Team

Left to right: Amanda Justino, Donna Dupre, JoAnne Stanton, Mark Scordato

## Working Solely for the Benefit of the Client

As an independent firm, MSA is not driven by the Wall Street agenda. “We still have to follow the same rules and regulations as everyone else, but we guide our clients without bias,” says Scordato. “We have no products to push, so we’re able to work with our clients objectively to address their specific goals and needs. Through our knowledge and

Scordato has an impeccable background in the financial industry, with more than 25 years of experience. Recently, he was recognized as a 2012 Five Star Wealth Manager by *New Jersey Monthly*.

“The work we do is very meaningful and very important, but to us it doesn’t seem too difficult,” he says. “That’s because of the relationships – within our team and with our clients. They make it all worthwhile.”

MARK SCORDATO & ASSOCIATES

**MSA**  
WEALTH MANAGEMENT

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