

MARK D. LUSCHINI

Chief Investment Strategist, Janney Montgomery Scott LLC

Managing Director, Parker/Hunter Asset Management



Mark Luschini serves as the Chief Investment Strategist for Janney Montgomery Scott LLC, leading the Investment Strategy Group. In that capacity Mark is responsible for establishing the firm's broad outlook relating to conditions in the capital markets and the economy and to develop investment strategies best suited to satisfy the goals and objectives of individual and institutional clients. He also establishes the firm's asset allocation models used for portfolio construction and financial planning. Additionally, Mark directs Parker/Hunter Asset Management, the firm's discretionary investment management division.

Under his leadership, Parker/Hunter Asset Management has delivered competitive investment results across multiple strategies. The total assets under management has grown to approximately \$1.4 billion, with \$800 million in traditional equity and fixed income assets, and \$600 million in various strategic and tactical asset allocation strategies utilizing exchange-traded products and mutual funds.

He is a member of the Janney Wealth Management Department's Mutual Fund and Alternative Investment Committees. In Parker/Hunter Asset Management, Mark chairs the Investment Committee which sets asset class and sector policy and directly participates in managing the equity, fixed income and asset allocation strategies under its advisory.

Mr. Luschini has spent more than twenty five years in the investment industry interfacing with both current and prospective clients. He utilizes that experience to speak on topics related to investment planning and asset management at seminars and conferences. His comments and written articles have been circulated in numerous publications ranging from the Pittsburgh Post-Gazette and the Philadelphia Inquirer to the New York Times, Barron's, Financial Times, and Wall Street Journal. He has appeared in various media outlets including CNBC, Bloomberg Television, CNN and PBS's Nightly Business Report. He is a Trustee for Janney Montgomery Scott's Pension & Profit Sharing Plan.

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