

Quarterly *insights*

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COMMITTEE CHAIR

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MEMBERSHIP

Contact Jim Boughner, CFP® : 412.471.6420



PARTNER WITH US



11TH ANNUAL FPA GOLF OUTING

Friday, April 29, 2016, Olde Stonewall Golf Club



Member *Spotlight*



Carol K. Lampe, CFP®

Carol K. Lampe, CFP® Lampe Financial, LLC

Carol Lampe, CFP®, Principal and Financial Advisor, Lampe Financial, LLC has been providing investment and financial planning services to clients since 1979. A CERTIFIED FINANCIAL PLANNER™ practitioner with securities and insurance licenses, she holds a Masters of Education from the University of Pittsburgh and a Bachelor of Science degree in business education from Carnegie Institute of Technology, now Carnegie Mellon University. Impressive credentials for anyone, but her path to earning these credentials and building a successful career make Carol's story one we wanted to share with you.

Carol grew up in Wheeling, West Virginia and came to Pittsburgh in the early 1960s to attend Carnegie Institute of Technology's Margaret Morrison Carnegie College for Women. She said, "Margaret Morrison offered limited majors back then – home economics, biology and business education. Women live in a very different world today, but at that time, many of us were expected to get married, have children and, then find a career, usually one that would allow us to be at home with our children." Upon following her father's advice, Carol chose to pursue an education degree

MESSAGE FROM THE PRESIDENT

Dear Members:

It was my great honor in January to begin this term as President of the FPA of Pittsburgh's Board of Directors. After benefiting as a member of the FPA and serving on the Board for the past three years, it goes without saying that my hope for 2016 is for each and every one of you to highly value and appreciate, as I do, the breadth and depth of what this organization offers to our members and the community-at-large.

With that as an overarching goal, I view my role this year as having three key components:

- 1....Inspire our volunteers and members to become more engaged within the chapter*
- 2....Represent and promote our chapter throughout the communities we serve*
- 3....Provide greater opportunities for the Board of Directors, with input from our membership, to continue to evaluate the immediate, mid and long term strategies necessary for the sustainability of the FPA of Pittsburgh and to carry out the mission and vision of the FPA.*

Starting now, I invite all members in 2016 to consider ways you can give back to our chapter. For example, provide the name of a potential seminar speaker, introduce us to a possible sponsor for one of our events, bring a new planner or CFP® professional to the chapter, share your great idea or constructive feedback with chapter leadership, and/or submit an article to this newsletter. What you do and say really matters!

Before closing, I am excited to report that our uncompromising commitment over the last few years to take our chapter's pro bono and advocacy efforts to the next level is paying off. Already, this year's ambitious and motivated leaders of the Pro Bono and Advocacy Committees are making great progress in their respective purviews. Look forward to more information about these activities from Mark, Paul, Nathan, Becca and Bobby in the coming days and weeks.

Finally, much thought and planning has resulted in a great 2016 agenda of continuing education and networking events. To check out the schedule [click here](#).

Thank you, and, please, don't be shy, come up and introduce yourself the next time we are all together!

Amanda L. Priebe

Amanda L. Priebe, CFP®
2016 President, FPA of Pittsburgh



MESSAGE FROM ROBERT "BOBBY" STANDISH, JD, CFP® *Director of Pro Bono*

We are excited about expanding our pro bono efforts this year and making a difference in people's lives in our region. Our core group of people on the committee are eager and committed to our mission:

To not only serve, educate, and empower those people who need our help the most, and otherwise may not have access to our services, but also enhance awareness of the importance of financial planning, and the esteem of our professional marks and capabilities.

We believe the latter part of our mission will happen simply by accomplishing the former. Making a difference in one person's life is invaluable. However, impacting hundreds of people a year by becoming a known, trusted entity in our region to help those people to achieve some level of financial literacy and control is what our country needs to overcome the "crisis" it faces. As members of the FPA, we are on the front lines (and are the face) of the initiatives that can address this crisis. With the resources available to us from the national FPA level, Foundation for Financial Planning, as well as the resources of passion of our membership (315+), we truly have the ability to make this happen. Please see how the FPA is having an impact in many other communities nationwide.

Go to: <https://www.onefpa.org/advocacy/Pages/FPAPublicService.aspx>.

Consequently, we are developing four key Initiatives for 2016 that target:

- People in Crisis (cancer patients, victims of domestic violence, and financially distressed),
- Elderly
- Military
- Students

Some of our coming initiatives include:

- Partnering with Age Well Pittsburgh to provide financial literacy and planning programs at several senior centers in our region.
- Initiating efforts to work with a national organization to provide financial counseling to patients facing life threatening illnesses and their families.
- Establishing a partnership with the Allegheny County Bar Association to offer our services to participants in their Debt Relief Clinics.
- Offering educational opportunities to students involved with regional Junior Achievement.
- Projects at the Veterans Administration and organizations that help our veterans – **If you have experience with counseling Military personnel and our Veterans, we ask you for your help in expanding our efforts** to these brave men and women in our area who have served our country.

We are working with different community based organizations to meet this mission, but as the Pro Bono committee of your FPA Chapter, we naturally welcome your insights and participation. We are your Pro Bono committee, so let us know the organizations and causes that are important to you. I look forward to talking and meeting with about our Chapter's FPA Pro Bono efforts. Your ideas and participation are not only welcome but extremely appreciated. Feel free to contact me at rstandish@bpuinvestments.com.

Member Spotlight CONTINUED FROM PAGE 1

in business because teaching would provide the opportunity for her to be at home with the kids in the summers.

"Some of my classmates were very upset that our course offerings were so limited and transferred to other universities with more diverse curricula. Yet, when I look back, I believe I had good guidance. I learned how to teach, and teaching is fundamental to what I do now in financial planning."

After graduating from Carnegie Tech, Carol taught at Oakmont High School. Two years later she was accepted to the University of Pittsburgh, where she earned a master's in education.

Carol met her husband Paul at the University of Pittsburgh. He was a native of the Netherlands, who was studying for an MBA under a Fulbright Scholarship. Degrees were earned, jobs were taken and a move was in place to Berlin, Germany. During that amazing life-altering experience, two children were born and a new language and culture were learned.

Upon returning to the United States, Carol discovered an ideal career path to follow: training for and becoming a financial adviser. She explained, "I knew I wanted to build something that would benefit others but not take away from my family life. It began with a small ad in the newspaper that read something like this: 'If you are a woman and want a career, become a financial advisor; you will be helping others achieve financial goals, you will still be involved as a mother, a wife, and social chairman, and you can dictate the hours you work.' Perfect!" Unbeknownst to Carol, however, was that she would put 80 hours/week or more into building her clientele in addition to her other tasks and obligations.

When she enrolled in the program at the College for Financial Planning of Denver to earn her CFP® designation, Carol was one of the first women to do so.

She went on to build and is still the principal of Lampe Financial, LLC. "It was funny back then," Carol noted, "no one knew what a financial advisor was let alone what the CFP® designation meant." And because of her father's values, it took her two years to tell him about her new career – he thought she was home with the kids. Her mother knew and approved but was perplexed by the wardrobe – suits that looked like men's, with little bow ties and blouses buttoned up to the Adam's apple. It was a man's world and women needed to do what it took to be taken seriously.



Carol loves biking and travel when she gets time away from work. In fact, more often than not, she combines the two, biking her way through sites worldwide.

Carol started her business with no clients at all. She used direct mail and seminars to create interest in what she had to offer. "Remarkably, couples opened up to me at their kitchen tables and told me everything about their investments and what they were saving for. I believe I conveyed trust, and sensing that about me made all the difference."

Carol struggled with juggling family and career, especially when her husband traveled for periods of time internationally. The entire "shebang" was on her shoulders, and then the shoe fell. Paul died, leaving her with two sons, ages 13 and 16. Fortunately, the practice was

on its way, but things fell apart during that year. "It took me a while to get back on track, but I just kept plugging along and somehow managed to keep strong for my children. Financial planning taught me how to protect the family when one of the bread winners dies, and to this day, I continue to encourage my clients to take charge about these matters, whether they have a career or not."

Carol has a real affinity for the Financial Planning Association and has served on the Pittsburgh Chapter's Board of Directors. "The FPA is a wonderful organization, with a wealth of resources to aid in your daily practice. There are colleagues with whom to bounce ideas and experts in every area of the

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Member Spotlight CONTINUED FROM PAGE 4

industry to provide solid information when needed. Via FPA Connect, questions can be asked and within a day, perhaps ten different replies will appear. The FPA also serves its members with local educational programming, and webinars covering important financial planning topics.”

In 2011, Carol experienced traveling to China with an FPA Delegation of 50 Planners across the United States. The objective was to meet with Chinese Planners in three cities to exchange ideas and to give advice to those just starting out. “What I learned there was amazing,” she said, and added, “When China’s economic issues became headline news this winter, I was not surprised. We could see it coming way back then.” More about this trip can be found at <http://www.lampefinancial.com/china2011.html>.

When approached for advice from young financial planners, Carol recommends creating “five goals a year and working hard to achieve them.” She believes “it is important to keep a vision of your practice and where you want to take it in front of you at all times. This simple advice will not disappoint, and the reward factor is very high when the goals are achieved.”

Lampe Financial, LLC is very different today than when she founded the practice in 1979. Together with her partner/son, Jason, the focus is more on financial planning issues than ever before. She noted, “People want to know, ‘Are we going to be able to retire, how can we get the most from social security, what is the best medical policy for our situation?’ We bring our services to the personal level and help them find their respective answers.”

At the end of our conversation, Carol reflected, “Though we had our struggles in the past, I am proud of my family and that Jason has chosen the same career path. My older son, Grant, is a success in the field of aviation. What more could a business owner/mother want?” In her free time, Carol enjoys biking all over the world and playing the ukulele.

Member Milestones

TWENTY-FIVE YEARS

Karen S. Ghalichebaf

TWENTY YEARS

Paul A. Rossi, CFP®, CPA/PFS
Henry Rossi & Co., LLP

James W. Zalenka, CFP®
The Baran James Co.

FIFTEEN YEARS

Karen L. Chikosky, CFP®
JFS Wealth Advisors, LLC

James W. Turner, CFP®, CFA
University of Pittsburgh

TEN YEARS

Charles K. Clark, CFP®
Clark & Chamberlin LLC

Deborah F. Graver, CFP®
Signature Financial Planning

Gary C. Rauschenberger, CFP®

FIVE YEARS

Andrew G. Sykes, Esq.
Sykes Elder Law, LLC

Thomas P. Nee, CFP®
V&T Wealth Advisors

Upcoming Programs and Events

SHARE THE WEALTH...OF KNOWLEDGE. INVITE A FIRST-TIME GUEST AND THEY CAN REGISTER AT NO COST! LET’S GROW FPA PITTSBURGH TOGETHER.

SAVE THESE DATES!

Ethics Seminar –
Monday, April 18, 2016

Investment Conference –
Wednesday, June 8, 2016

**Estate/Advanced Planning
Conference –** Wednesday,
September 14, 2016

Financial “Four” um –
Tuesday, November 1, 2016

FPA ADVOCACY DAYS – HARRISBURG AND WASHINGTON, D.C! GET INVOLVED IN MAKING A DIFFERENCE!

Why is this so important? Consider these two key issues:

User Fee Legislation

FPA endorses the Investment Adviser Examination Improvement Act of 2013. This proposed legislation is far more cost effective and equally successful in achieving a reasonable level of SEC examinations.

Fiduciary Standard

FPA seeks legislative reform that would require financial service providers who hold themselves out as “financial planners” to meet competency standards and to provide financial planning services at a fiduciary standard of care.

No doubt, by participating in these important days in our state capitol in Harrisburg and on Capitol Hill in Washington, D.C.

together we can have much positive impact on both of these issues For more information, including dates, please go to:

https://www.onefpa.org/about/Pages/PresidentsLetterQ32015.aspx?utm_source=Informz&utm_medium=Email&utm_campaign=PR+Release#0

For more information regarding the FPA D.C. trip contact Paul J. Brahim, CFP®, AAMS, CMFC, AIFA, member of the Government Relations Committee of the Pittsburgh Chapter at Committee at pbrahim@bpuinvestments.com.

Please note that our State Capitol visit is Tuesday, June 7th. For more information you can contact Mark Ambrose, CFP®, Pittsburgh Chapter Director of Government Relations at Mark.Ambrose@Schwab.com.

Board Members

Mark Ambrose, CFP®
Director of Government Relations

Shana Bielich, CFP®
Director of Programs

James R. Boughner, CFP®
Treasurer / Secretary / Director of Membership

Nathan Boxx, CFP®

Paul J. Brahim, CFP®, AAMS, CMFC, AIFA
President-Elect / Financial “Four”um Chair

Michelle R. Donovan

Mark B. Johnston, CFP®

Patty Kreamer

Stephanie C. McElheny, CFP®, ChSNC™

Immediate Past President
Amanda L. Priebe, CFP®
2016 Chapter President

Robert K. Ruby

Rebekah Saylor

Ilene H. Schwartz
Director of Communications/
Newsletter/Public Relations

Robert J. Standish, JD, CFP®
Director of Pro Bono

Ann W. McKenna
Chapter Executive

New Members

Gregory Furer, CFP®
PNC Investments

Brian Hill, CFP®
Householder Group Estate
& Retirement Specialists

Michael E. Krol, CFP®
Wealth Advisor Waldron
Private Wealth

Joshua Mitchell

Brandon Pacchioni
PNC Investments

Jason Pettner

Katherine Rhodes
Hefren-Tillotson, Inc.

Joyce Salizzoni, CFP®
PNC Wealth Management
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