



**FOR IMMEDIATE
RELEASE**

Beltz Ianni's Retirement Plan Consulting Team Hires One

Rochester, NY, March 9, 2015 - Beltz Ianni & Associates, LLC announces the addition of Robert C. Newton to its professional team of retirement plan consultants. Newton joins the Business Services Group as Manager of Retirement Plan Services. As a retirement plan relationship manager and consultant, his focus will be on supporting Beltz Ianni's retirement plan clients with plan design, program implementation and coordination of provider services, consultation on fiduciary matters, and research and resolution of service issues.

Newton holds a number of professional designations (QPA, QKA, QPFC) from the American Society of Pension Professionals and Actuaries, as well as the highly respected Accredited Investment Fiduciary Analyst (AIFA®), Chartered Life Underwriter (CLU) and Chartered Financial Consultant (ChFC) designations. Newton has over 25 years of experience in the financial services industry, spanning the insurance, investments and retirement plan benefits fields. His retirement plan benefits expertise includes areas of plan recordkeeping, administration, plan consulting and design, plan implementation, and relationship management.

According to Beltz Ianni & Associates' managing partner, Bob Judd, "Bob is another important addition to our Retirement Plan Team and he will be instrumental in helping us change the way retirement plans services are delivered in our marketplace." Judd adds, "His dedication to obtaining successful participant outcomes aligns perfectly with our core mission."

Prior to joining Beltz Ianni, Newton spent 14 years with EPIC Advisors, Inc., a national recordkeeping and third-party administration firm, in a number of senior management positions, most recently as Senior Relationship Manager of Major Clients which encompassed 525 retirement plans with 55,000+ plan participants and \$3.6 billion in plan assets. He also served as Director of Client Services and Plan Administration, overseeing a client administrative staff of 24 as well as the participant call center team. Prior to EPIC, Newton spent two years with Fleet Enterprises as a senior financial consultant, and 10 years as an independent advisor with MetLife.

Newton is a graduate of Nazareth College of Rochester with a B.S. in Management Sciences. He resides in Spencerport, New York.

About Beltz Ianni & Associates, LLC

Located in and serving the Rochester, New York community since 2001, Beltz Ianni & Associates, LLC is a comprehensive financial services firm, focused on helping people prepare for and maintain a successful retirement. In addition to managing the wealth and health concerns of employees through their retirement plan business services, Beltz Ianni & Associates provides retirement, insurance, and investment planning for individual clients. More information about Beltz Ianni & Associates can be found at www.beltz-ianni.com or info@beltz-ianni.com.