



Financial Advisors of Delaware Valley

**Gary Chard
Financial Advisor**

1013 Centre Road, Suite 100
Wilmington, DE 19805

Phone: **302.993.8076** ♦ Fax: **302.993.8066**

Toll Free: **866.804.8679** Ext. **38076**

Email: chard.gary@faodv.com

Website: www.faodv.com



Professional philosophy

I believe that people need help developing strategies and planning for retirement. Wealth accumulation and protection tools can assist in this process. My goal is to help individuals utilize tools to build and protect for their future.

Starting his professional life as a police officer in Rochester, NY, Gary Chard smoothly transitioned into the Financial Services arena when he sought out advice for planning his own financial future. Realizing that buying insurance and investments with no goal in mind was fruitless, Gary made a commitment to educate his clients regarding financial planning strategies. Using skills developed obtaining a Masters of Science degree in Instructional Technology from Rochester Institute of Technology, Gary methodically operates a process-driven procedure to help individuals understand their needs, define their goals and recommend financial strategies.

Gary began his retirement planning career more than eighteen years ago while still living in Rochester, NY. Recently, he transitioned his practice to associate with Financial Advisors of Delaware Valley where he continues to advise successful professionals, business owners and employees.

Gary hones his skills with membership in several professional organizations including the American College, as well as the Million Dollar Round Table and NAIFA. He has been recognized with National Quality Awards and several company-sponsored achievements.

Gary and his wife Beth Ann live in New Castle and enjoy traveling the Caribbean. Gary is an active outdoorsman, enjoying hiking, golf and SCUBA diving to appreciate nature.

Offices in
Delaware ♦ Pennsylvania ♦ New Jersey ♦ Maryland

Insurance products from the Principal Financial Group® are issued by Principal National Life Insurance Company (except in New York), Principal Life Insurance Company. Securities offered through Princor Financial Services Corporation, 800/247-1737, member SIPC. Principal National, Principal Life and Princor® are members of the Principal Financial Group®, Des Moines, IA 50392. Gary Chard, Principal National and Principal Life Financial Representative, Princor Registered Representative. Financial Advisors of Delaware Valley is not an affiliate of any company of the Principal Financial Group®. #8646112011