

Art DeLorenzo

Co-Founder, Managing Principal, & Consultant

Art DeLorenzo, CLU, ChFC, CFP, MSFS, MEd, has been involved in the financial services industry since 1968. He began his career following the attainment of his graduate degree in Education from Ithaca College, and his undergraduate degree in Education from Castleton University in Vermont.

He started as a financial advisor but soon moved into a leadership role as a District Sales Manager. In 1984, he accepted the position of Division Manager in the Melville office for all of Long Island and Staten Island. In 1999, as a Field Vice President for IDS/American Express Financial Advisors, he supported two market groups, the New York Metro market group and the Upstate New York market group. In 2000, he became Group Vice President of the Upstate New York/Vermont market group, retiring from that position in 2005. During that time his market group markedly improved their sales ranking. In 2006, American Express spun off their financial planning entity into Ameriprise Financial Services where he continued to mentor a small group of field leaders and advisors. Mr. DeLorenzo holds the distinction of being the only field leader in the Ameriprise Hall of Fame.

Throughout his career, Mr. DeLorenzo has blended his expertise in financial planning with his knowledge of educational fundamentals to mentor and train his advisors. By stressing the concepts espoused by the College of Financial Planning in Denver, CO and the American

College in Bryn Mawr, PA, he has influenced colleagues to acquire the knowledge and status these institutions provide.

Mr. DeLorenzo is a founding partner in MYT Group, LLC, which launched as a formal business entity in 2009. In 2001, partners began researching the impact Emotional Competence might have on the well being of participants, finding after several pilots that the MYT process lowered stress and improved productivity. Originally focused on the financial services industry, this work has now crossed into other industries as well.

Mr. DeLorenzo is a founding principle in AEDL Consulting Services, LTD where he transitioned many of the learnings from his Leadership career to small and medium sized companies. AEDL Consulting Services, LTD provides infrastructure reengineering support to practices and businesses.

Art is extremely proud of his family. He has been married to his wife, Debra, for over 42 years, and has four children, seven grandsons and two granddaughters. He is an accomplished mediocre golfer, and retired from mountain climbing in 2016 after summiting many significant mountains in the US and in the Himalayas. In 2010 he was inducted into the Castleton University Athletic Hall of Fame for his MVP contribution to the 1964 NAIA co-championship soccer team. In 1996, he was also inducted into the Hall of Fame for the Fortune 100 firm where he has spent his entire career. He and his wife share time between their homes in New York City and Martha's Vineyard.