

## Mark Varner

Associate Vice President — Investments



Mark Varner began his career in the securities industry in 1984 with the Washington DC office of Merrill Lynch as a Financial Advisor. In 1988, he was presented with an attractive opportunity to return to Charlottesville and move his successful financial practice to Davenport & Company's Charlottesville office. Prior to establishing his investment career, Mark worked in the telecommunications industry in the Washington DC area. He also spent 10 years in the home improvement and construction business serving the Charlottesville and Richmond areas.

As a seasoned investment professional, Mark specializes in helping individuals and businesses with retirement plans. To achieve a secure retirement, you need a sound financial strategy. One that is strong enough to endure through the decades, yet flexible enough to accommodate continuous change. Whether you are saving for retirement or managing the distribution of assets for a comfortable retirement, Mark can help guide you every step of the way. If you are a business owner, Mark can also assist you in choosing the right plan for your business.

To help build and preserve wealth, Mark offers you a choice of the type of investment relationship and the level of assistance you receive. His services range from traditional brokerage to professionally managed fee-based accounts. For clients who need a steady stream of predictable income, Mark can build a ladder of staggered maturities using municipal bonds, government bonds, corporate bonds, and preferred stocks. He can also offer you the same professional money management solutions used for employees in Davenport's Employee Profit Sharing Plan.

Mark earned a BA degree in 1973 from the University of Virginia. In his spare time, he enjoys playing golf and spending time with his grandchildren. Mark and his wife, Amy, have two adult sons. Amy is a professional artist who specializes in portraits and landscapes.

---

*Bonds may not be suitable for all investors and you should consider specific risks such as credit risk, default risk and volatility prior to investing.*

Mark Varner is registered with the Financial Industry Regulatory Authority (FINRA) to offer services to clients who reside in Connecticut, Florida, Georgia, Massachusetts, Missouri, New Jersey, New Mexico, New York, North Carolina, Ohio, Pennsylvania, Tennessee, Texas, Vermont, Virginia, Washington and West Virginia. He is Insurance licensed in Virginia.