

— THE —
POWERLIST

— LONG ISLAND BUSINESS NEWS —

BANKING & FINANCE
2021



EDITOR'S NOTE

ABOUT LIBN'S POWER BANKING AND FINANCE LEADERS

WHILE MONEY ISN'T EVERYTHING, it is the powerful engine to drive industry and spur innovation, allowing businesses to realize their potential and individuals to pursue their hopes and dreams.

Financial professionals are critical to every industry, whether providing loans to help small businesses grow, managing a company's benefits package so its employees can one day retire comfortably or helping individuals enjoy security and long-term prosperity through sound financial planning.

Long Islanders rely on these financial leaders for everything from purchasing homes or businesses and planning for kids' colleges to investing for their golden years or finding ways to expand their business's reach to power economic growth throughout the region. Funding and sound financial practices are key drivers for our local economy, so when the pandemic hit, shutting down local firms and disrupting commerce, the shocks quickly reverberated throughout the Island.

With banks closed for in-person visits, local businesses shut down temporarily or per-

manently, and people from all walks of life suddenly at risk for losing their jobs, homes or savings, emotions ran high. Fortunately, Long Island's leading banking and finance professionals were on hand to be the voice of calm in the storm, saving businesses, protecting people's assets and helping them to pivot their financial strategies to survive the sudden downturn.

Working tirelessly to help businesses, small and large, as well as individuals facing never-before-experienced financial challenges, these Power Leaders helped Long

Islanders navigate the crisis. Working together with Long Island's top businesses, they have helped to shape the ongoing recovery that continues to provide hope as we move forward.

Long Island Business News is proud to honor its 2021 Power Leaders in Banking and Finance.

Joe Dowd

Editor & Associate Publisher

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JENNIFER MARKS

MANAGING DIRECTOR AND MARKET TEAM LEAD,
LONG ISLAND OFFICE
J.P. MORGAN PRIVATE BANK

Jennifer Marks is a managing director and market team lead in the Long Island office of J.P. Morgan Private Bank, developing and implementing strategies for the region, while providing wealth planning, banking, investing, lending and trust services to the area's prominent families and understand their complex lives from all angles.

She draws upon J.P. Morgan's global resources to develop the strategies that will propel them toward the long-term objectives they have for themselves, their loved ones and their communities. A recognized leader, Marks was named "One to Watch" in Banking and Finance by Long Island Business News in 2019. In 2020, she was further honored as one of the "Top 50 Women in Business" and with a "Business & Finance Award," also by *Long Island Business News*.

Marks joined J.P. Morgan in 2006 and was selected to lead the bank's Long Island business four years ago. Since launching the Private Bank's Long Island business in 2018, she has grown the office by over 60%, and leads a team of 18 bankers, financial specialists and support staff overseeing more than \$4.7 billion in client assets.

Marks is the co-chair of the region's Market Leadership Team, focused on unifying all JPMorgan Chase employees across Long Island. She also chairs the region's diversity and inclusion efforts. Marks'

natural intelligence and problem-solving abilities have led her to a seat on J.P. Morgan's U.S. Advisory Council, where she works with a select group of leaders to develop initiatives that shape experiences for employees and clients alike.

Having grown up on Long Island, she is thrilled to be making a local impact through the Private Bank and her own community engagement. Most recently, she was invited to become a member of the 2021 Energeia Partnership, a group that gives proven, ethical leaders the opportunity to act as catalysts for change, helping to create innovative and sustainable solutions to the most pressing challenges facing our region. She is co-chair of the UJA Long Island Young Families Fundraising Committee, focused on raising awareness, funds and community engagement.

J.P. Morgan Private Bank provides customized financial advice to help wealthy clients and their families achieve their goals. Clients of the Private Bank work with dedicated teams of specialists that bring their investments and financial assets together into one comprehensive strategy. The Private Bank oversees more than \$1.7 trillion in client assets globally.

