



Why Do People Ask Me to Manage Their Money?

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Investment Focus. I am not a financial planner, I don't sell insurance or annuities, and unlike most financial advisors, I don't measure my success by growth in assets under management. My success is measured by the investment performance I produce for my clients.

Institutional Quality. I've managed portfolios of over \$10 billion. I've been a five-star mutual fund manager. I founded, then sold, my own hedge fund firm. Many of my current clients were investors in my hedge funds.

Experience. I have spent over 30 years doing my own proprietary research and applying it to client portfolios. I write my own code and always have. Investing has been my lifelong profession and passion. I am blessed to be able to do what I love.

Value-Added Management. I do not hug benchmarks. I take calculated, carefully researched risks, seeking to harvest sources of return that diversify stock and bond returns.

Competitive Fees. I seek to provide outstanding returns with low fees. I can do this because I have low overhead. I work out of my home. I don't have staff. I keep things simple.

Shared Values. I give my clients a terrific deal because I honestly seek to put my clients' interests ahead of my own. My clients have become my friends. Many have known me for a very long time. Many of them share my spiritual values. In fact, a surprising number are in full-time Christian ministry. I count it a privilege to help them with their money.

Alignment of Interests. I invest alongside of my clients. For qualified clients I offer a performance-based fee schedule that means I only get paid if I add value. I have a lot of skin in the game.

Scientific Investment Process. I am a "quant." That means that my investment decisions are based on hard evidence, not subjective guessing. The market inefficiencies that I exploit are validated by respected academic research, thoroughly scrubbed data, and constantly updated empirical results.

Absolute returns. I specialize in "go anywhere" long/short investing and tactical timing of exposures to asset classes, countries, currencies, sectors, industries, and investment factors (such as small vs large, growth vs value, etc.) Most financial advisors purport to offer diversification, but in truth, their long-only approach and "plain vanilla" orientation means that their returns are all similar and driven primarily by stock and bond market returns. My returns are more driven by non-market factors.

Results. My commitment to my clients is that I will add much more return for them over time than what I charge in fees. That is my simple value proposition.