

Specialized Asset Managers

AGILE, ACCESSIBLE, PERSONAL & RESPONSIVE

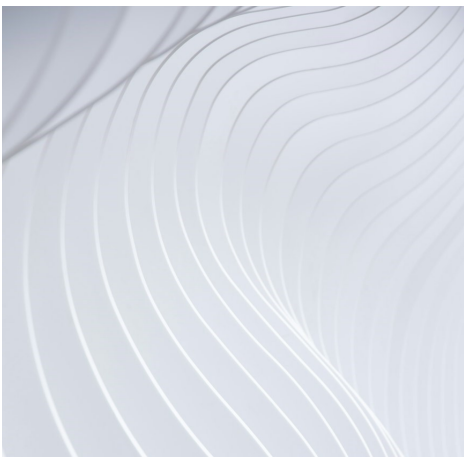
Financial advisors and portfolio managers may find boutique asset managers attractive because they are proudly independent, driven by innovation and focused on unique and customized portfolio design needs.¹

SIX POTENTIAL ADVANTAGES OF WORKING WITH A BOUTIQUE ASSET MANAGER

INTRODUCTION

Specialized asset management firms come in all types and sizes. Generally, we think of 'investment boutiques as independently-operated firms managing under \$10B in AUM (assets under management) with expertise or specialization in distinct segments of investing.

Many offer highly personalized service, multiple investment strategies and blended approaches supported by institutional-caliber operations and compliance teams.



While no one-size-fits-all answer can help you choose, when it comes down to it, specialized asset management is all about striking the right balance for your financial advisory and the clients you serve.

1 SPECIALIZATION AND EXPERTISE

At Toews, we believe focus and a disciplined approach coupled with risk managed investment strategies managed by collaborative, experienced investment teams has the potential to help advisors provide clients with a means to seek compelling results over the long term.

We are often struck by the challenges financial advisors face due to the complexities of risk managed products.

In an effort to help advisors navigate these complexities, Toews offers direct access to our portfolio managers and hosts educational events for advisors specific to our risk management niche. Past presenters include financial thought leaders such as BlackRock, JP Morgan, Orion, investment advisory groups and others.

2 UNIQUE OFFERINGS

Boutique firms may offer a best-of-both-worlds scenario for advisors with the one-on-one support they have come to expect with smaller firms complemented by investment strategies or robust resources that have historically come with larger companies.

3 NIMBLE, FLEXIBLE, AGILE

Advisors may also wish to consider the economies of scale and investment capacity of specialized firms. Certain strategies work best in smaller scale vs larger scale AUM. Strategies with a large amount of assets may also limit investment decisions due to potential market impact.

Frequently, smaller funds maintain the agility to build high-conviction portfolios and move in or out of positions without impacting the market.

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4 ACCESS TO PORTFOLIO MANAGERS

The ability to speak with key decision makers and portfolio managers is an often overlooked benefit of working with a smaller, boutique or specialized firm, since advisors may not be able to reach these contacts at larger investment firms.

5 ENTREPRENEURIAL STRUCTURE

Smaller, specialized firms often rise from humble beginnings. They are founded and run by highly dedicated individuals with a significant stake in the success of the company and its clients.

Frequently, their organizational structure is simpler with fewer layers of management which may help speed decision-making processes.

6 PURPOSE-LED

Many founders of boutique firms are purpose-led and have built companies around a potential solution for a specific gap or need, in an effort to provide long-term value to investors.²

AREAS FOR CONCERN

Remember, it's essential for advisory firms to conduct thorough due diligence when selecting any asset manager, regardless of specialty or size.

Factors to consider include your investment philosophy, the niche manager's investment process, longevity, history, team expertise, risk management practices, regulatory compliance, and overall financial stability. Your decision to work with a specialized asset manager should align with the specific mission, needs, goals, and risk appetite of both the advisory firm and your clientele.

Interested in Resilient Portfolios?

Start here. Our portfolio analytics team is standing by to help.

SCHEDULE A CHAT



1. "The Independent Boutique Advantage in Volatile Environments" <https://amg.com/the-boutique-advantage/>
2. https://www.ey.com/en_gl/insights/wealth-asset-management/why-the-asset-management-industry-needs-to-reframe-its-purpose

All investing is subject to risk. There can be no assurance that Toews will achieve its performance objectives.

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