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The Race to Be the World's Top Sport; 2015's Biggest Art Sales; How to Start a Sports Philanthropy



Ken Burns on Jackie Robinson; The Best Sports Watches and Spas; Should Your Child Play Football?

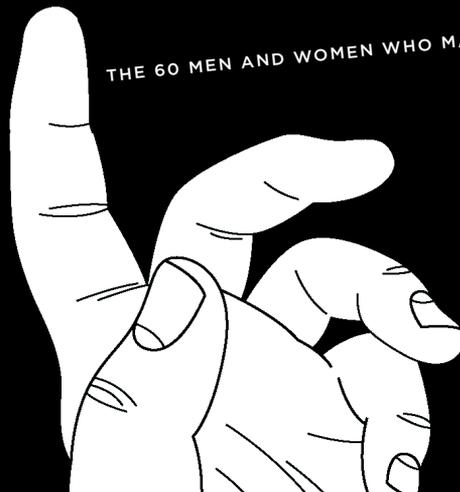
Worth[®]

THE EVOLUTION OF FINANCIAL INTELLIGENCE



GAME CHANGERS

THE 60 MEN AND WOMEN WHO MAKE THE WORLD OF SPORTS SPIN



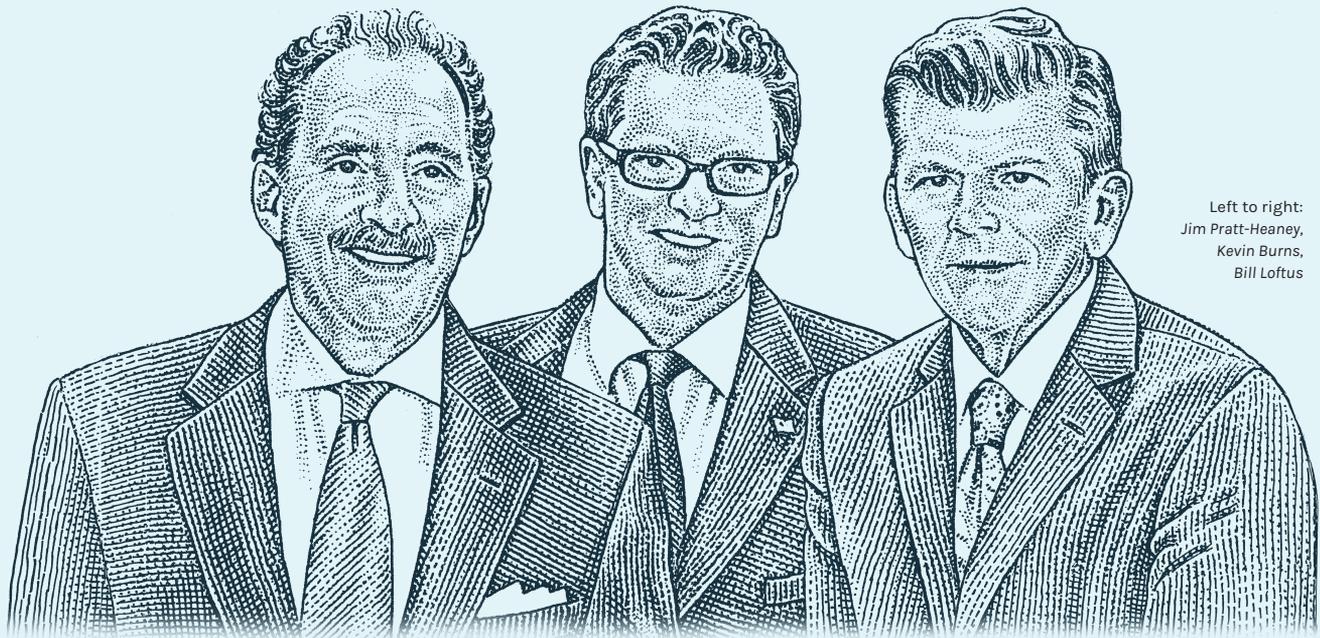
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How can I benefit from a team approach to investing?

BY JEFF FUHRMAN AND JEFF KALAPOS



Left to right:
Jim Pratt-Heaney,
Kevin Burns,
Bill Loftus

LLBH PRIVATE WEALTH MANAGEMENT LLC

33 Riverside Avenue, 5th Floor, Westport, CT 06880
2121 Avenue of the Stars, Los Angeles, CA 90067

800.700.5524

TEAM

Kevin Burns, Partner

Bill Loftus, Partner

Jim Pratt-Heaney, CIMA®, Partner

Michael Kazakewich, CFP®, CRPC®, Partner

ASSETS UNDER CARE

\$1.6 billion (approximately, as of 12/31/2015)

MINIMUM FEE FOR INITIAL MEETING

None required

MINIMUM NET WORTH REQUIREMENT

\$10 million

FINANCIAL SERVICES EXPERIENCE

200 years (combined)

COMPENSATION METHOD

Asset-based

PRIMARY CUSTODIAN FOR INVESTOR ASSETS

Pershing, A BNY Mellon Company

PROFESSIONAL SERVICES PROVIDED

Financial planning, asset management, concentrated stock hedging, lending, cash management, alternative investment due diligence and family office services

ASSOCIATION MEMBERSHIPS

Financial Planning Association, Investment Management Consultants Association

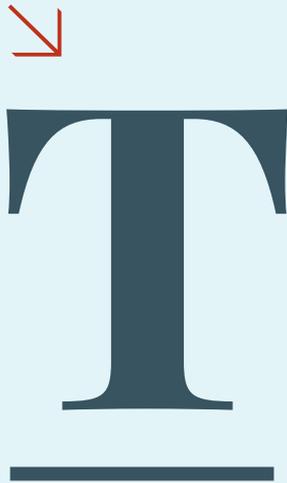
EMAIL

jfuhrman@llbhpwm.com

jkalapos@llbhpwm.com

WEBSITE

www.llbhpwm.com



The Navy SEALs have a saying: “Individuals play the game, but teams beat the odds.” It is in this vein that LLBH’s own team approach combines with great discipline to help best serve client interests. One of the most pointed examples of this dynamic at work is through our investment committee. To wit, the critical investment decisions we make on behalf of clients are informed by the proven structure of a diverse yet united group of investment professionals whose focus is on helping families achieve their financial goals.

Our investment philosophy is predicated on three overriding principles: diversification of asset classes, diversification of management styles and regular portfolio rebalancing.

In other words, we are strong believers in the power of asset allocation. Having said that, every client we work with is dealing with unique circumstances, so we develop a customized portfolio to help each achieve his or her financial goals.

After a suitable asset allocation is in place, we next assess the appropriateness of the ever-growing array of financial

offerings available in today’s world. In addition to investment returns, fees and tax implications, there are certain relevant attributes we look for when evaluating alternatives. Careful monitoring of client portfolios allows us to rebalance and stay true to the confirmed strategy and risk level. As a planning-based firm, we take this responsibility seriously and believe that a structured process to determine and oversee this personalized portfolio is critical.

While specific responsibilities vary by firm, the role of the investment committee is pivotal in the investment process. Ours is



Individuals play the game, but teams beat the odds.



responsible for the evaluation, selection and, potentially, the termination of investment managers in client portfolios. The committee helps provide diversified funding options along the risk-return spectrum to assist in investment decision-making as well as determine criteria and procedures for evaluating and monitoring these alternatives.

With open access to investment solutions, our committee has an extensive universe of products and managers to consider. Using a flat fee on all assets, we do not select managers on the basis of how much money we earn. Instead, we seek managers who we believe can best help clients realize their financial goals.

In circumstances where we’re unable to identify either a particular manager or style which fulfills the appropriate risk/reward balance, we work with preeminent outside managers to develop customized investment solutions. Benefitting from the experience and talents of these external parties, we can devote great intellectual leverage to our clients’ advantage.

To deliver on its mandate, our investment

committee utilizes third-party independent research, direct manager diligence and its own internal analysis. Regular meetings are also convened. The makeup of the committee becomes critical, as does identifying a broad base of professionals with different investment backgrounds, experiences and training, to mitigate the risk of narrow-minded decision-making.

In fact, we see great value in leveraging multiple viewpoints, combining fresh perspectives with seasoned guidance. While these meetings are not argumentative, debate is not only welcome but encouraged to

avoid any potential for “groupthink.” Rather, a collaborative, constructive process is engendered in the name of a common purpose: helping clients fulfill their financial objectives.

Investing is not easy, and evaluating the dizzying array of alternative managers, styles and vehicles is not for the faint of heart. We believe that an active and formalized investment committee comprised of an open-minded, diverse group of professionals is an essential element for sustainable value for clients. ●

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ABOUT US

LLBH PRIVATE WEALTH MANAGEMENT IS AN INDEPENDENT REGISTERED INVESTMENT ADVISOR OFFERING A FULL RANGE OF WEALTH-MANAGEMENT SERVICES. Often referred to as a “virtual family office,” LLBH strives to bring clarity and control to the financial lives of its clientele by delivering customized personal and business solutions. From its offices in Westport, Conn., and Los Angeles, Calif., LLBH services high net worth individuals, families and foundations on both coasts and nationwide. ●



Kevin Burns
Partner

Bill Loftus
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Partner

Michael Kazakewich, CFP®, CRPC®
Partner

LLBH Private Wealth Management LLC

33 Riverside Avenue, 5th Floor
Westport, CT 06880

2121 Avenue of the Stars
Los Angeles, CA 90067

Tel. 800.700.5524

kburns@llbhpwm.com

bloftus@llbhpwm.com

jpratt-heaney@llbhpwm.com

mkazakewich@llbhpwm.com

www.llbhprivatewealthmanagement.com

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