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## 150 BEST Financial Advisers *for Doctors*

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FROM THE EXPERTS

# 150 BEST Financial Advisers for Doctors

[ BY LESLIE KANE, MACC ]

The financial turmoil that has gripped the world since mid-September has put Wall Street on a roller-coaster ride of record-high gains and record-low plunges. If there was ever a time when doctors needed financial advice, that time is now.

To help you get control of your financial picture, *Medical Economics* offers the 150 Best Financial Advisers for Doctors, an exclusive list newly updated for 2008. But more than just a list, the following pages include specific advice from the experts to help you achieve your financial goals. You'll find more of these "Survival Secrets" from our 150 Best Financial Advisers at [www.memag.com/150secrets](http://www.memag.com/150secrets).

Since our last updated list in 2006, we've collected the names of excellent advisers who nominated themselves for consideration. We've also reevaluated each adviser from our previous list. A large number of our physician-readers have nominated advisers whom they would recommend to friends and colleagues. All in all, we wound up with hundreds of very strong candidates. To winnow down the contenders, here's what we looked for:

## Knowledge and experience

Brainpower and wisdom are mandatory, and we looked for advisers with a depth of knowledge about a broad range of financial issues. Credentials count, because they show a background of knowledge. Additionally, retaining some certifications (CFP, for example) requires continuing education. This encourages the adviser to keep up-to-date with financial developments and products.

We also gave an extra nod to those who specialize in physician business or the medical field. Some advisers serve on hospital boards or health-care charitable boards, work extensively with local medical societies, or have a large proportion of physician-clients. Some are even physicians themselves who made career transitions into financial planning.

We also asked for a minimum of about 10 years of experience, although there are some exceptions. Life holds unexpected situations—from bear markets to mortgage meltdowns—and so it's beneficial to rely on someone who has already weathered similar storms.

## Geography

We've tried to come up with a broad geographic range. No matter where you live, there is a top-notch adviser not far away

with whom you can feel comfortable. In addition, many advisers operate across state lines or across long distances. Between e-mail and phone calls, it's possible to use an adviser who is not in your community, as long as you are available for occasional visits. We love technology, but there's no better way to build rapport than through face-to-face meetings.

## Fee arrangements

Advisers charge for their services in various ways, including fee-only and commission. While there are some outstanding advisers who are fully commission-based, for this list we steered clear of commission-only advisers. Investors can expect more objective advice when there is no motivation to steer you toward one product over another. There are also several types of fee arrangements and many variants, so be sure to ask and understand.

Fee-only advisers earn a percentage of the money they manage for you for investment. (Fees typically range from .75 percent to 1.5 percent, depending on the amount invested.) Commission arrangements mean the adviser earns payment when you invest in mutual funds with a load (sales charge). Some advisers charge fee-only for investments, but if they also sell insurance products (which often are part of a comprehensive financial plan), they may earn a commission for insurance policies.

Additionally, you can pay a flat fee to have a financial plan developed. You then have the option of executing the plan yourself or having the adviser manage it for you.

## Minimum portfolio

Many well-established advisers require that you put a minimum amount of money under their management. Others have no minimum investment, but do charge a minimum annual fee. The fee is covered if you keep a pre-set amount with them (say, \$1 million); if you don't have that much, the minimum annual fee applies. Some advisers are flexible about minimums, so if you're interested in an adviser but don't meet his investment level, you might want to inquire anyway. Our list is limited to advisers who require \$1 million or less as a minimum.

## Good standing

We checked each adviser against the national databases of the Securities and Exchange Commission and National Association of Securities Dealers to confirm that they had not been found guilty of any wrongdoing on a national level.

# 150

## Best Financial Advisers



### — for Doctors —

As a doctor, you are known for providing the highest standard of care. So is Savant. We are honored to again be recognized by *Medical Economics* magazine as one of the “150 Best Financial Advisers for Doctors.” Savant has received this prestigious honor since 2004.

Savant Capital Management, Inc. specializes in serving physicians and health care professionals. Our experience and professional team is a direct reflection of our expertise with this unique niche of individuals and professional medical groups.

#### Individual Investment Management

Savant specializes in helping physicians build investment portfolios. Savant uses an integrated wealth management approach focused on a comprehensive portfolio strategy. This incorporates aspects of financial planning, investments, tax management, and coordination with our clients' other financial professionals. Our independent, fee-only approach creates a relationship that is free of commissions and conflicts of interest.

#### Physician Groups

Savant provides an innovative package of investment advice and consulting services to qualified retirement plans for physician groups. Savant manages the medical group's plan assets, educates participants, and guides plan sponsors on fiduciary, plan design, and administrative matters. Savant has advised retirement plans since 1986.

#### Medical Expertise and Community Involvement

Savant has many years of collective experience advising physicians and health professionals. Savant has a Certified Medical Planner (CMP®) and an MD on staff. Within the medical community, Team Savant is involved with medical organizations like Rockford Memorial Hospital Development Foundation, St. Anthony Medical Center Foundation, University of Illinois College of Medicine, American Heart Association, and Crusader Health Foundation to name a few.

#### Evidence-Based Investment Approach

Too often, fear and greed – rather than evidence – drive investor decisions. Our investment philosophy is grounded in academic knowledge and common sense. High-quality research clearly demonstrates which investment approaches are most likely to succeed, as opposed to those that involve unnecessary risk and cost.

#### Physician Turned Financial Advisor

Brian Knabe, MD is a financial adviser at Savant who specializes in working with physicians and health care professionals. Brian has a medical degree from the University of Illinois College of Medicine and was a practicing family physician for 15 years before transitioning into a career as a financial adviser.

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# Helping clients maximize their assets, enhance the quality of their lives, and realize personal and financial goals.

**S**avant Capital Management, Inc is an independent, fee-only wealth management firm headquartered in Rockford, IL. Since 1986, Savant has provided integrated investment management, financial planning, and family office services to financially established individuals, trust funds, retirement plans, and non-profit organizations.

Savant provides insight, wisdom, and perspective to clients. We provide direction and confidence regarding your financial decisions. Savant serves you in a manner that is fully transparent. This leads to greater peace of mind, simplicity, and clarity.

As a fee-only advisor, Savant does *not* receive benefits from brokerage services, commissions, or finder's fees. This independence allows Savant to remain impartial. Additionally, Savant does not sell products and thus delivers objective fiduciary advice and services that do not create conflicts of interest. We serve *only* you, our client. To assure that Savant adheres to industry best practices, we became one of the nation's first investment advisors to attain CEFEX Fiduciary Certifications from the Center for Fiduciary Excellence.

Savant provides much-needed wisdom and focus in an era of information overload. We offer a personalized, comprehensive, and integrated approach to clients' financial needs and help align your assets and decisions to achieve your ideal future.

*Team Savant* is comprised of highly educated, experienced, understanding, and responsible individuals who remain avidly alert for events, issues, or opportunities that may affect our clients' lives. The team understands the intricacies of how financial markets work and is proactive in conveying information to assist you in making decisions to meet your goals.

Savant is regularly recognized among the top wealth managers in the United States. In April of 2008, Savant was named the top independent advisor in Chicagoland by *Chicago* magazine. Recently, Savant was named by *Barron's* magazine as one of the 100 best independent financial advisors in the United States. *Inc.* magazine named Savant as the fastest growing Registered Investment Advisor in Illinois. Savant has also been recognized as one of the nation's top 100 financial advisors by *Worth* magazine each year since 1997.

Since 2004, Savant has been selected by *Medical Economics* magazine as one of the 150 best financial advisors for doctors in the nation. In addition, Savant has regularly been included in other prestigious top advisor lists published by *Wealth Manager*, *Financial Advisor*, *Registered Representative*, *CPA Wealth Provider*, *J.K.Lassers*, and *Family Wealth Alliance*. Finally, in 2006, Savant was included in *The Wealth Factor—A Team Approach*, a book profiling ten of the most innovative and respected wealth management firms in the nation.

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