Tauber Asset Management

A Comprehensive Approach Makes Sense of Your Financial Puzzle

With a keen academic mind, the analytic skills of a Naval nuclear engineer, and the discipline of an All-Ivy League offensive lineman, Dave Tauber, ChFC® was uniquely prepared to begin a career in the financial services industry in 1995.

"I approach each client's situation like a complicated puzzle. Longtime investors, are particularly prone to having a piecemeal financial plan," explains the Brown University alumnus and former US Navy diver. "They commonly find themselves owning products and investments that may no longer serve them well. At the same time, important considerations have fallen through the cracks. Once I can put all the pieces to their puzzle together, clients gain clarity, confidence and understanding of their finances."

"Before I make a recommendation, I analyze a client's entire financial picture – including retirement plans, estate plans, insurance coverage, college savings, and charitable contributions – looking for gaps and conflicts. I'm always asking, 'How can I tweak the investor's portfolio to improve cost efficiency and decrease tax liability?' One of the most common problems I see is a loss of return because of tax inefficiency. For instance, most clients do not know Roth IRAs provide tax free investing in stock and bond related products. Tax free growth provides a better long-term return than tax deferred or taxable growth," says Tauber who appeared in *Connecticut* magazine in December 2014.

As an independent Chartered Financial Consultant® and Series 7 general securities registered representative, Tauber can offer clients access to almost any investment option including stocks, bonds, ETFs, REITS and mutual funds. He provides fee based asset management as well as commissioned products depending on what is suitable for the client, and he doesn't have proprietary products to push, no sales quotas to meet, and few limitations on the individually customized solutions he can offer.

Working the Puzzle Together

Belying Tauber's penchant for detailed analysis and tenacious problem solving, is his down-to-earth approach to each client meeting and high-touch service. Every encounter has two goals – to gain a better understanding of the client's needs and objectives, and to educate clients so they can make informed decisions. "'Selling' isn't in my vocabulary," he says. "Instead, I like to teach and simplify. An educated client is less likely to make emotional decisions that could be disastrous."

In addition to financial matters, Tauber and his Administrative Managers Loretta Rivers and Mike McGee support clients in a wide range of personal issues far outside the typical wealth manager's job description. Tauber addresses client behaviors

David M. Tauber, ChFC®

standing in the way of reaching goals. His experience in helping settle and transfer assets efficiently makes him a knowledgeable advisor for those inheriting complicated estates and divorcees with considerable assets and Qualified Domestic Relations Orders.

Tauber's longevity in the industry attests to the success of his approach. A point of pride for Tauber is his client satisfaction, which has resulted in extremely high retention rate, and most growth is due to referrals from clients up and down the East Coast and as far west as California.

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ASSET MANAGEMENT

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