

Our Partners

Our clients, with whom we establish investment management services, will be involved with three different entities. Specifically...

Engler, Garrow & Roth Ltd.

We are Investment Advisor Representatives and will be your primary contact for your investments. Your accounts will be managed by John Engler, Matthew Garrow and Timothy Roth. You will receive an ADV supplement brochure that will inform you of pertinent information about each of these individuals.

Sigma Planning Corporation

SPC is the Registered Investment Advisor for Engler, Garrow & Roth Ltd. This is an oversight firm that monitors the activities of Engler, Garrow & Roth Ltd. as it pertains to our fee based investment activities. You will receive an ADV brochure that will give you information concerning this entity. You will also receive a Client Services agreement from this company that will outline the parameters of your relationship to Sigma Planning Corporation, and Engler, Garrow & Roth Ltd. as well as outlining the fees that you will be charged.

Fidelity Investments

This company will be the custodian of your investments. This is also the company through which all trades are placed for your account.



A Word About Fees

Our investment management programs are provided on a fee basis. Fees are calculated as a percentage of assets under management and, depending on the client's preference, can include ongoing financial planning services. For details, please contact our office.

For clients who do not desire active management of their investments and the associated fees, we offer an extensive selection of non-proprietary investment products available for retail purchase, including but not limited to Variable Annuities, Fixed Annuities, Fixed Indexed Annuities, Mutual Funds, REITs, Brokerage accounts, etc.



Engler, Garrow & Roth Ltd. provides comprehensive financial planning, investment management programs and insurance to corporate executives, professionals, business owners and other affluent clients. We utilize a team approach to analyze your investment portfolio, insurance needs, estate plan, cash flow, tax reduction strategies, and retirement—always keeping in mind your financial goals and objectives. Our recommendations are based solely on your specific needs, circumstances, and goals.

OUR MISSION is to partner with clients to establish and achieve financial goals through objective planning and investment management programs. Our purpose is to help build, manage and preserve your wealth. We put our clients' interests first, act with integrity and honesty, and strive for excellence in every facet of our practice. Our success is not measured by performance statistics but rather by helping our clients achieve their goals.

OUR PHILOSOPHY is to provide our clients with the highest level of service and technical knowledge in the management and preservation of wealth. The entire staff of Engler, Garrow & Roth Ltd. is firmly committed to this philosophy.



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Securities offered through Sigma Financial Corporation, member FINRA/SIPC.
Fee-Based investment advisory services offered through Sigma Planning Corporation, a registered investment advisor.



Where Clients Come First

INVESTMENT
MANAGEMENT

Engler, Garrow & Roth, Ltd
Financial Planning ♦ Wealth Management

We evaluate portfolio design based on the disciplined foundation of asset allocation, or the broad diversification¹ of investments across different asset classes and types. This allows us to help quantify and manage the risks associated with any investment program in light of the anticipated return, which can have a significant impact on your ability to attain your financial goals.

Utilizing our proprietary *AdviceSolutions™* Consulting Methodology, we employ a process that will help to establish your investment goals and then develop a plan to work toward those goals while monitoring your progress along the way. Specifically the process involves the following steps:

AdviceSolutions™ Consulting Methodology

Goals/Liquidity

We begin by identifying goals and clarifying liquidity requirements for a client’s investments. Sources, timing, distribution, and uses of each client’s cash flows are documented. Assets needed to satisfy short-term (less than five years) cash flow needs are quantified. When possible (i.e. when client engages us for financial planning) the appropriate needs-based analysis is also factored into the investment plan.

Risk Profile

Determining a risk profile includes identifying the risk tolerance, risk need, and risk capacity for each client. The clients’ risk profile, in conjunction with their time horizon, financial situation and goals, form the foundation of the investment strategy.

Investment Strategy

The investment strategy is communicated to the client through the development of an Investment Policy Statement (IPS).

Investment Policy Statement

An IPS is developed for each client which contains the detail to define, implement, and monitor the client’s investment strategy. Specifically an IPS will:

- define the duties and responsibility of all parties involved
- define, diversification and rebalancing guidelines consistent with specified risk, return, time horizon, and cash flow parameters
- define the due diligence criteria for investment options and service vendors
- define the monitoring criteria for investment options and service vendors
- defines appropriately structured, socially responsible investment strategies (where applicable)

¹ Diversification (and/or asset allocation) does not ensure a profit or guarantee against loss; it is a method used to help manage risk.

Asset Allocation Plan

We use the information gathered and stated in the Investment Policy Statement to recommend an appropriate Asset Allocation model for the client’s assets. The Asset Allocation plan defines the specific mix of asset classes that produces the highest historical return given the level of risk that is consistent with a client’s risk profile. This is typically referred to as specification of a portfolio that resides along the efficient frontier. The result is the assignment of an investment model that is consistent with the client’s goals, objectives, time horizon, and financial situation.

Due Diligence

We employ a comprehensive due diligence process for the selection of appropriate investments that we incorporate into each of our investment models. We have developed this due diligence process over many years using several different sources of investment intelligence. Our due diligence process is continually revised and we review our models and their investment components on a quarterly basis.

Implementation

A carefully selected ensemble of no-load and/or load waived mutual funds and separately managed accounts are typically used to form most portfolios, although other investment vehicles, such as, but not limited to: Exchange Traded Funds (ETFs), individual stocks and/or individual bonds are used as circumstances warrant. Assets are held in custody at Fidelity Institutional Wealth Services assuring our clients of reliable execution and reporting.

Management / Monitoring

Following the implementation of a client’s investment strategy, we monitor the performance of the investments relative to the investment goals. Clients are provided with monthly and quarterly reports on their investment portfolio, target allocations, and related performance information. These reports include the tracking of portfolio holdings, interest and dividend payments, capital gains payments, and overall portfolio performance. We periodically compare the performance of each investment against an appropriate index or peer group, and due diligence procedures defined in each client’s Investment Policy Statement. We will meet with clients on a regular basis according to guidelines established in the Investment Policy Statement to review their current situation and investment portfolio and make any appropriate adjustments.

Establish your investment goals.
Then develop a plan to work toward those goals.

Our philosophy regarding your investments is characterized by three fundamental beliefs:

- That you should be adequately compensated for the risks you take
- That your investment program should help provide you with a high probability of success relative to your goals
- That you should not be exposed to potentially avoidable catastrophic risks

