

Goelzer Investment Management

Asset Management & Investment Advisory Services

Company Profile

- Established in May 1969 by Don Goelzer
- SEC Registered Investment Advisor Since 1981
- Private Investor and Institutional Portfolio Management and Counsel
- \$1.2 Billion in Assets Under Advisement
- Approaching \$750 Million Under Discretionary Management
- International Reach with Clients in 34 States and Europe
- Registered Broker Dealer
- Employee Owned

Overview

For the past 40 years, Goelzer Investment Management has been privileged to serve our very special clients by providing excellent investment returns and broad-based objective financial advisory services. Today, Goelzer Investment Management is one of Indiana's leading independent investment advisory firms. Entrusted with assets exceeding \$1.2 billion, Goelzer specializes in providing comprehensive investment planning, advice and portfolio management on behalf of affluent individuals and families and to institutional investors.

Our team of client advisors and portfolio managers, who bring an average of over 25 years of investment experience and expertise to bear on decisions effecting our clients' financial wellbeing, are dedicated to providing trusted advice and creative solutions to complex financial needs. Their dedication to professionalism and confidentiality has earned us a reputation for reliability and integrity within the investment community, and the trust of our valued clients.



Goelzer Investment Management Team



GOELZER
INVESTMENT MANAGEMENT

Preserving and Growing Capital
Since 1969

Investment Philosophy

GIM's investment philosophy is built upon a foundation of diversification and effective risk management. We believe that a consistent disciplined approach centered on these two aspects will provide investors the best results over time.

Investment Process

All Goelzer relationships begin with a thorough understanding of the unique needs and objectives of each client. Once this essential task is accomplished, we develop an investment policy statement, which outlines in clear, easy to understand language, how your accounts with us will be managed to achieve your desired objectives.

For those clients seeking long-term growth as an element of their investment strategy, Goelzer provides a choice of three proprietary, separately managed "core" equities styles, each of which have produced investment returns consistently ranking in the top quartile of comparable managers throughout the country. To provide further diversification and improved prospects for enhanced risk-adjusted returns, we complement this core equity portfolio by adding commitments to non-core and alternative asset classes, as well as taxable or tax-exempt fixed income securities as warranted by the specific needs of the client.

- **Rising Dividends Equity Portfolio** – This portfolio seeks to provide a steady, growing stream of dividend income. This portfolio is designed for investors who have a current need for income from their investments.
- **Core Value Equity Portfolio** – This portfolio is designed for investors who seek opportunity for both capital appreciation and current income. Although no guarantee can be made about the future, the portfolio has historically exhibited less volatility than the broader stock market.
- **Core Growth Equity Portfolio** – This portfolio is designed for investors seeking long-term growth of principal with little regard for current income. Investors should be willing to accept volatility equal to or somewhat above the broader stock market in order to obtain opportunity for higher long-term returns.
- **Non-Traditional Asset Portfolio** – This portfolio is invested in assets outside of traditional stocks, bonds and cash. This strategy seeks to provide attractive returns with low to moderate correlation to the movements in stock and bond prices without generating high fees or long lock ups.
- **Fixed Income Portfolios** – These portfolios focus on either an income or total return approach, based upon specific needs – with income and capital preservation an intrinsic element of the strategy.

Services included are the following:

- Investment planning including: budgeting, cash flow assessment, credit analysis, risk management, and retirement planning
- Asset allocation and asset location planning
- Comprehensive, objective investment management and counsel
- Independent third party asset custody
- Monthly account statements and quarterly portfolio reviews
- Diversification / hedging / income enhancement strategies
- Charitable giving strategies
- Tax efficiency strategies

Goelzer Investment Management, Inc.

Commemorating 42 years – Since 1969

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