

Who We Serve

At Emerson Investment Management, we believe success flows equally from knowing our clients (including the nuances of their markets) and our investments. Ours is a diverse group of clients, and this diversity enriches our perspective. We serve the following constituencies:

Pensions and qualified retirement plans

Our breadth and depth of experience affords us a deep understanding of the responsibilities held by plan trustees. We also maintain an unwavering commitment to ERISA regulations and fiduciary duty.

Emerson's investment products can be customized to adhere to an entity's particular investment parameters and objectives, as mandated in its Investment Policy Statement. On a related note, we are well-accustomed to working from investment policies written by others or helping to write them from scratch. In addition, clients often retain us to edit, review and offer guidance on policies.

Endowments and foundations

Serving non-profit institutions is a distinct privilege for Emerson. We act as an advisor to help develop income needs and foster long-term growth. Our principals and employees often volunteer with and serve on the boards of many worthy organizations. Consequently, we are intimately versed in the workings of endowments and foundations from both sides of the table.

Other investment professionals and programs

Emerson serves as a sub-advisor to other investment firms when our products are deemed appropriate for the needs of separately managed accounts. Our role is to remain in the background and provide the decision-making on investments while the partner firm handles and maintains the direct client relationship.

If we can assist you with your particular institutional needs, please [get in touch](#).

Getting Started With Emerson

What's it like to have a relationship with Emerson Investment Management? For one thing, we are committed to keeping the lines of communication open at all times. Each member of Emerson's staff is part of our promise to be accessible and responsive to clients – and to earn your trust and loyalty by delivering on that promise.

Each relationship and each client situation is distinctive, but the steps of getting started with us would likely include:

1. Initial phone call

Before scheduling your initial meeting, we spend some time with you on the phone. During our call, we listen to your wealth management interests, describe our services and answer any preliminary questions you have about these services. We then mail you an information package.

2. Initial meeting

In our first face-to-face meeting, we gather detailed information about your personal situation, including wealth management goals and objectives. Along the way, we complete a comprehensive risk questionnaire, which is essential to understanding your investment mind-set.

3. Development of a personal wealth plan

Using the information we have compiled, we draft a personal wealth plan that aligns with your individual objectives. In parallel with this step, we complete a comprehensive review of your estate plan, investments, tax situation and other financial components.

4. Presentation of wealth management strategy

Here, we explain our strategy for consolidating your existing investment accounts into the accounts we will manage for your benefit. We discuss how to best establish our coordination and collaboration with other trusted professionals, including your attorney and accountant.

5. Implementation of wealth management strategy

We organize the necessary paperwork to establish the investment accounts for management, execute account transfers, fund your revocable trusts and coordinate your entire investment and estate plan. Once we have assumed responsibility for your investment accounts, communication with you is a top priority. We explain and answer questions about our reporting methods, and stay in touch with you to keep you informed.

For more on working with Emerson, please [contact us](#) to set up an initial phone call.

What We Do

Emerson Investment Management's institutional philosophy is distinguished by investment strategies consistently employed through years of changing markets. We believe successful results are derived from a combination of established processes, independent thinking, passion and persistence. Since 1985, we have managed the assets of endowments, foundations, qualified retirement plans and affluent families.

The products we manage — and every investment we make — reflect the key components of Emerson's investment philosophy:

- › Seek capital preservation and growth.
- › Diversify and rebalance with discipline.
- › Drive long-term performance via independent thinking and proprietary analysis.
- › Focus on time in the market, not timing the market.

Our "bottom-up" research approach to evaluating each investment opportunity includes:

- › Efficiently screening the universe of securities using proprietary quantitative factors
- › Forming detailed price objectives with proprietary valuation tools
- › Quantifying catalysts and growth potential through fundamental analysis

Our investment team embraces active management and seeks to generate alpha with below-market risk. We use several parameters to drive long-term performance and manage risk:

- › Limits on individual stock exposure and defined corridors for sector exposure
- › Sell disciplines for each product
- › Record of low turnover
- › Periodic security reviews along with portfolio performance reviews and attribution

Investment Strategy Committee

Emerson's investment professionals, many of whom are CFA charter holders, apply skillful analysis and thoughtful perspective to investment decisions based on experience, proprietary processes and independent third-party sources.

To facilitate cross-sector collaboration, our equity and fixed income investment teams meet regularly with the Investment Strategy Committee. The ISC culls ideas from members with expertise in fixed income, equity, alternatives, trading and portfolio management to formulate Emerson's vision for global financial markets, and allocate the assets accordingly.

If we can assist you with your particular institutional needs, we welcome your inquiries.