



GRADOW
capital management



Growing Wealth and Relationships

Personal Wealth Management
Inter-Generational Wealth Management™
Non-Profits & Foundations
Trust Investment Management

GRADOW CAPITAL MANAGEMENT
CLARITY • INTEGRITY • EXPERTISE

THE GRADOW ADVANTAGE

Clarity, Integrity, Expertise

Confidence in your financial future begins with the sense that you have been understood: that your needs and goals have been recognized by individuals who listen, and who provide clear explanations of crucial information.

Gradow Capital Management (GCM) instills this confidence. Our seasoned advice is based on years of experience in financial markets and portfolio management. GCM offers a disciplined approach that rests on time-tested philosophies, objective analysis and an appreciation of our clients' individual concerns.

In a world of dizzying options, GCM provides the strategic vision to grow your wealth and give clarity to your financial future.



“Their approach is proactive, not reactive to the ups and downs of the market...”

Proprietary Investment Models

Gradow Capital Management helps families and institutions grow and protect their wealth through proprietary investment models designed to:

- enhance long-term performance
- moderate inflation effects
- reduce risk
- incorporate both personal and inter-generational financial goals

These models are customized, risk-appropriate, and offer maximum growth potential. They utilize knowledge gained over numerous economic cycles and incorporate the best of recent academic research.

Long-Term Approach

Individual security selection and active trading are a sub-optimal approach to wealth accumulation. GCM's approach is long-term and comprehensive.

Our portfolios are not tied to one fund, one market, or one investment style, but utilize best-of-class investment options while emphasizing low-cost, low-turnover, no-load vehicles.



Individual Attention

The average Relationship Manager at a large investment firm may have as many as 300 clients and very little time to devote to your individual needs. High employee turnover means that clients are often shuffled among different account managers, none of whom gain a complete understanding of a client's needs.

GCM takes a decidedly different approach. Our limited client base allows for highly individualized attention that emphasizes continuity in service.

“You can't grow a portfolio without first growing a relationship...”

Objective Analysis

As a fee-only wealth manager, GCM ties its compensation to the size and performance of your portfolio, rather than to fund commissions or transaction fees. Our value is measured solely by the results we achieve and the relationships we build.

Unlike many sales-driven business models, GCM has only your interest at stake—and bases its advice on years of experience in financial markets and portfolio management.



“You get objective recommendations with no conflict of inter-

Seasoned, Expert Advice

Gradow Capital Management offers a wealth of investment experience embodied in its owner and founder, Steve Gradow. As a former director of a \$12 billion money-management firm (Allied Investment Advisors), Steve has guided and directed portfolios for major non-profits, universities, and religious organizations, as well as Taft Hartley and State pension clients. His success—even during challenging market conditions—stems from a rigorous, disciplined approach that builds structural integrity into each portfolio.

Steve specializes in the wealth management of high-net-worth individuals and families, particularly those with complex financial needs and inter-generational concerns. Adept at partnering, he forms strategic alliances with attorneys and other professionals to augment his expertise.

Steve’s insights into the investment process, together with risk control analysis, shape the foundation of the GCM approach.

PERSONAL WEALTH MANAGEMENT

The Process

Successful personal wealth management starts with shared vision: with your advisors understanding your special needs and goals—and with you understanding the guiding philosophy of your advisors.

For this reason, all new relationships at GCM are initiated with a meeting with our owner and founder, Steve Gradow. Growing this relationship, of course, takes time; but providing such time is the hallmark of GCM service.



“GCM provides clear and steady direction, even

The Personal Investment Plan

The Personal Investment Plan (PIP) is a clear and comprehensive blueprint for the enhancement and safeguarding of your investment assets. It may also include strategies for inter-generational, estate, and trust planning, as well as for charitable gift-giving and other philanthropic endeavors. The development, implementation and monitoring of a PIP is outlined in the following phases:



“No matter how the financial landscape may change, GCM keeps you on course and moving forward.”

PHASE ONE

- Analyze client’s current and future investment goals and objectives.
- Evaluate client’s tolerance toward risk, return expectations, and time horizon for achieving desired goals.
- Outline various proposed asset allocation strategies with a focus on risk controls driving the process.
- Address long-term/short-term investment strategies against current market conditions and future forecasts.
- Integrate portfolio strategies with well-researched and cost-effective options.
- Generate a written statement that outlines objectives and provides guidelines for success.

PHASE TWO

- Review PIP with client to ensure understanding and agreement.
- Implement investment strategies according to PIP.

PHASE THREE

- Provide ongoing analysis to ascertain relative asset valuations to each position within the portfolio.
- Monitor and rebalance as needed and as prescribed by PIP guidelines.
- Prepare a periodic review and appraisal of holdings, portfolio transactions and performance.
- Evaluate PIP objectives annually, revise and enhance as needed based on changes in lifestyle and goals.



“Wealth management should be woven through generations, not across them...”

INTER-GENERATIONAL WEALTH MANAGEMENT™

Your life touches the lives of so many others. To help manage the financial considerations prompted by these connections, GCM has developed a signature approach. Inter-Generational Wealth Management makes a full assessment of your future financial circumstances from every angle. It develops a customized wealth-management plan that incorporates your hopes for your children, grandchildren, business partners, or whoever will share in your legacy. GCM then works with other specialized professionals to integrate and implement a solution that fulfills your personal wishes, while satisfying all legal requirements.

Inter-Generational Wealth Management is a dynamic, multi-disciplinary process. GCM incorporates proven expertise in Trust Investment, Planning and Portfolio Management, as well as Asset Allocation and Equity Management. Through these services and more, we help you build the bright future that you envision.

NON-PROFITS AND FOUNDATIONS

GCM is proud to offer well-managed, long-term investment programs to endowments, foundations, academic institutions, and other non-profit and religious organizations. GCM understands the importance of these organizations, as demonstrated by a policy of donating a portion of its profits to such endeavors, and has earned a reputation as a valued advisor to them.

Through a conservative fixed-income approach, GCM strives to build the financial resources that non-profit clients need to maintain and improve programs, staff and infrastructure. GCM offers a competitive fee schedule to further support its clients' endeavors.



*“Objectivity and
diplomacy are key
in matters of Trust...”*

TRUST INVESTMENT MANAGEMENT

GCM has a broad range of experience in the specialized arena of trust investment management. Comprehensive and proactive in our approach, we are dedicated to making proper decisions on your behalf and on behalf of your beneficiaries. And while GCM is committed to personal relationships, we maintain objectivity: we can readily handle delicate situations and, when necessary, make hard decisions.

GCM Trust Investment Management Benefits include:

- Time-tested investment strategies, with emphasis on minimizing tax exposure
- Dedication to your intentions and to the special circumstances of your beneficiaries
- Experience in managing a variety of institutional and individual trust investment vehicles

PRINCIPLE PROFILE



Steven M. Gradow, Managing Director, has 23 years of investment experience as an institutional portfolio manager and Director of Investments. Steve received an M.B.A. in Finance from the New York University Stern School of Business and a B.A. with honors in Economics from the University of California at Los Angeles (UCLA). Steve and his wife Michelle, a Portland native, live in Lake Oswego, OR, and have a five-year old daughter.

Steve has managed and invested multi-million dollar portfolios for major non-profit, university, religious, Taft Hartley, and State pension clients. Steve's experience includes helping clients develop investment policy statements, risk analysis, and presenting and executing investment recommendations to various clients and boards of trustees.

Throughout his career, Steve has mentored and trained many analysts and portfolio managers, and has built and led three separate investment teams. Steve's insights into the investment process, together with risk control analysis, shape the foundation of the GCM approach. Steve currently serves on several non-profit boards as both a volunteer and as a trustee.



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