



**Executive Wealth Management Group**

at Steward Partners

One International Place

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Boston, MA 02110

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(617) 377-4418



**STEWART PARTNERS**  
GLOBAL ADVISORY

# Davis Executive Wealth Management at Steward Partners



The team at Davis Executive Wealth Management assists high net worth families and individuals that are in need of a long term, forward-thinking financial plan. Their clients' financial plans encompass investments, retirement needs, tax and estate planning strategies, and insurance analysis. Through a comprehensive 6-step process, they develop an investment management and financial planning strategy that fits their clients' individual needs.

Our philosophy is simple: To create a plan that seeks to reduce risk and overall market correlation while maintaining a competitive return. In an age of complex and often confusing investment landscapes, we aim to simplify your life and your experience as an investor. Portfolio performance and client satisfaction are the primary business objectives. Our dedication to client service is demonstrated by the personalized attention provided to all of our relationships.

# About Raymond James

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RAYMOND JAMES

# Raymond James: Strength and Stability

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## RAYMOND JAMES BY THE NUMBERS

- Approximately 8,100 Financial Advisors
- Approximately \$774 Billion in Total Client Assets
- 129 Consecutive Quarters of Profitability
- More than Two Times Required Regulatory Capital
- Equity Research Coverage of Nearly 1,100 Companies
- Market capitalization of approximately \$8.6 billion

As of 3/31/2020. Past performance is not an indication of future results. The information provided is for informational purposes only and is not a solicitation to buy or sell Raymond James Financial stock.



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# Raymond James: Life Well Planned

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- Raymond James has delivered **129 consecutive quarters of profitability**. We credit much of this performance to the firm's client-first perspective and adherence to its founding core values of **professional integrity, advisor independence, and a conservative, long-term approach to investing**.
- Continuing its tradition of giving back, Raymond James and its associates donated **\$56.4 million** to charitable organizations in fiscal year 2018, including over **\$6.25 million** to the United Way and its partner agencies.
- Raymond James was the first in the nation to publish its Client Bill of Rights, setting the standard for the industry.

**LIFE WELL PLANNED.**

RAYMOND JAMES



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RAYMOND JAMES

## BY INVITATION ONLY - \$5 MILLION MINIMUM

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This exclusive program gives you the opportunity to directly experience the culture of Raymond James and see firsthand the depth of the firm's resources during a home office visit designed specifically for you.

### WHAT TO EXPECT

- Visit Raymond James' international headquarters in St. Petersburg, Florida
- Experience a one-day visit tailored to your unique needs
- Meet one-on-one with firm leaders and industry experts
- Follow a customized agenda with four to five objective-driven meetings, 30-45 minutes each

### A PERSONAL VISIT

- Enjoy a unique day with no canned tour or pre-packaged seminar
- Receive relevant, helpful content developed for your financial plan
- Invest in your own knowledge and confidence as an investor

Think of this visit as an investment in your own knowledge and confidence as an investor. In just one day, you'll gain valuable insight that could lead to a lifetime of enlightened financial decision-making.



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# Steward Partners and Raymond James

**Steward Partners Global Advisory** is a full-service financial services firm, with professionals catering to family, institutional and multigenerational investors. SPGA represents the natural evolution within the financial services industry by combining the best of today's wire-house, RIA and independent models under a modernized version of the classic Wall Street partnership structure. The SPGA Leadership team is composed of senior executives, field leadership and operational and risk professionals from the largest financial services firms in the world.

Employee-Owned Full Service  
Independent Model

Aligned with Raymond James

Full Suite of Products &  
Services

Culture of Caring

- Next evolution in financial services, combining the benefits of a wirehouse model with the entrepreneurial freedom of independent advising
- Independence with infrastructure, empowering advisors to focus on the client first while utilizing the support and platform of a full-service custodian
- Relationship with Raymond James, highly regarded in the industry by both clients and advisors
- Advisor-driven support, providing partners with the robust tools and resources to take care of clients' individual needs
- SIPC and additional SIPC coverage\*
- Access to all Raymond James products and services
- Industry Leading Technology and Planning Tools
- Banking and lending access\*\*
- A true partnership, where every employee has a voice and a vested interest in the vision of the company's future
- A spirit of engagement between partners and their local communities and markets

\*Raymond James has purchased excess SIPC coverage through various syndicates of Lloyd's, a London-based firm. Excess SIPC is fully protected by the Lloyd's trust funds and Lloyd's Central Fund.

\*\*Services offered through Raymond James Bank, N.A



# Strength of Steward Partners and Davis Executive Wealth Management

## PRODUCTS AND SERVICES WE PROVIDE

### Advisory Services

- Managed Accounts
- Separately Managed Accounts
- Portfolio Solutions

### Banking and Lending Solutions\*

- Mortgages
- Securities Based Lines of Credit
- Cash Management Accounts
- Full Suite of Banking Services

### • Wealth Planning Solutions

- Retirement Planning
- Education Planning
- Insurance Planning
- Estate and Trusts
- Corporate and Executive Services
- Succession Planning Services
- Small Business Financial Planning

### • Institutional Consulting

- Investment Banking
- AMS Institutional Services

**Davis Executive Wealth Management** is a Boston based Wealth Management Group within Steward Partners Global Advisory. We help financially successful, multi-generational families build, manage, preserve and transition their wealth. As stewards to over \$275 million dollars in client assets\*\*, we have the knowledge and experience to deliver sound solutions in an increasingly complex financial world.

*\*Services offered through Raymond James Bank, N.A. an affiliate of Raymond James Financial Services, Inc..*

*\*\* As of 6/30/2020*



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# Why Choose The Davis Executive Services Group?

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## 10 specific benefits to work with our team at Steward Partners & Raymond James:

1. **Fiduciary Relationship:** We will act as a fiduciary for our clients as part of a Registered Investment Advisor.
2. **Common Interests:** All of our interests are aligned as one.
3. **Client Relationship:** Steward Partners and Raymond James have an advisor Bill of Rights, which states that we own our relationships with our clients — and not the other way around, where a firm believes that you are their property.
4. **Resources:** Our firm will provide us with more resources to answer to the individual needs of every family we work with. We have the full depth and breadth of Raymond James, Steward Partners, and outside business partners to complement your financial plan with us.
5. **Administrative Support:** Our team is well staffed, talented, and efficient to meet the needs of our sophisticated client base.
6. **Independence:** Being independent means that we don't sell proprietary products. It means that we provide services through the availability of products. This is a big difference.
7. **Partnership:** We are an owner and shareholder in Steward Partners, which means that we have a voice and a stake in the direction and success of the company.
8. **Communication:** We leverage technology and social media platforms to keep you updated on team developments and timely events.
9. **Center of Influence Opportunities:** We are aligned with our clients and their most trusted advisors, such as their attorneys and their accountants.
10. **Leverage of Talent:** We leverage the resources and talent available to our team at Raymond James and locally with Steward Partners.



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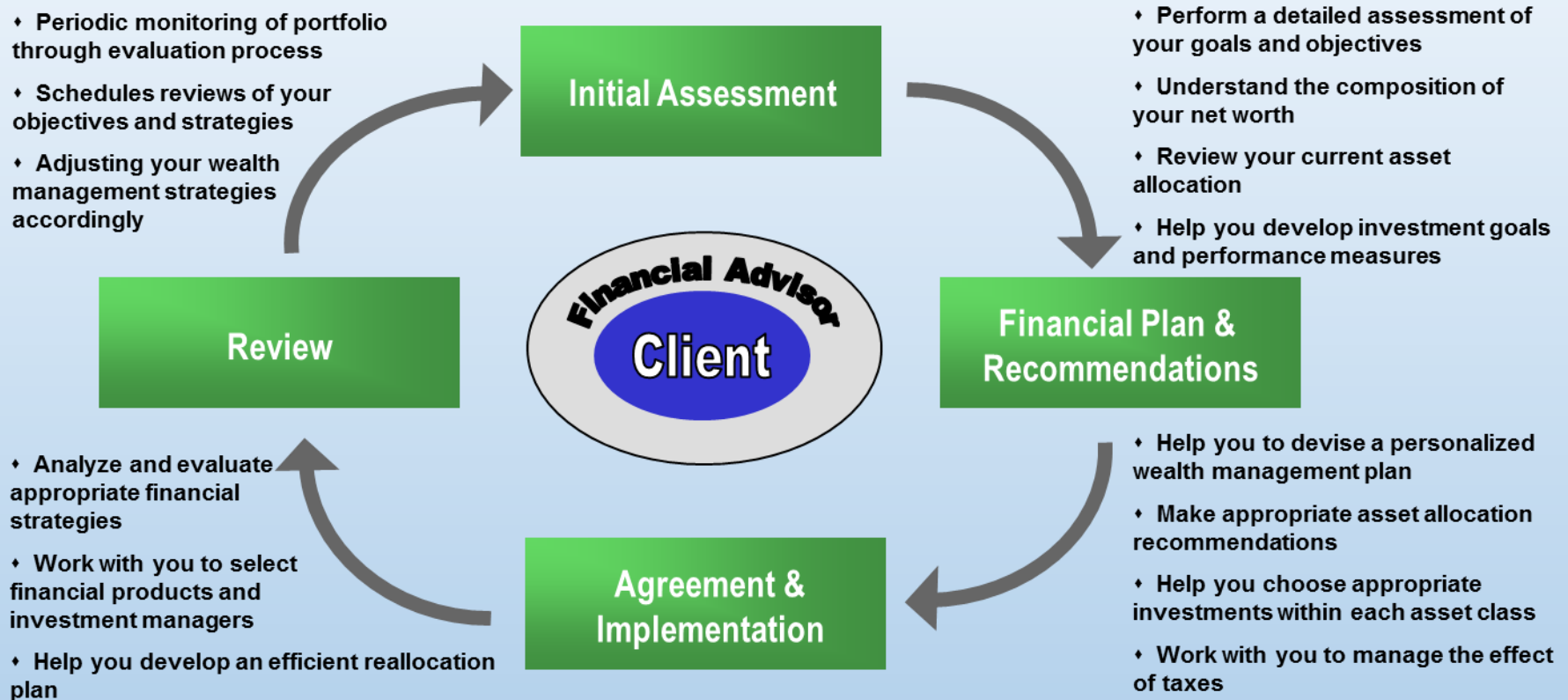
# Wealth Management Process & Team Profile

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# Our Wealth Management Process

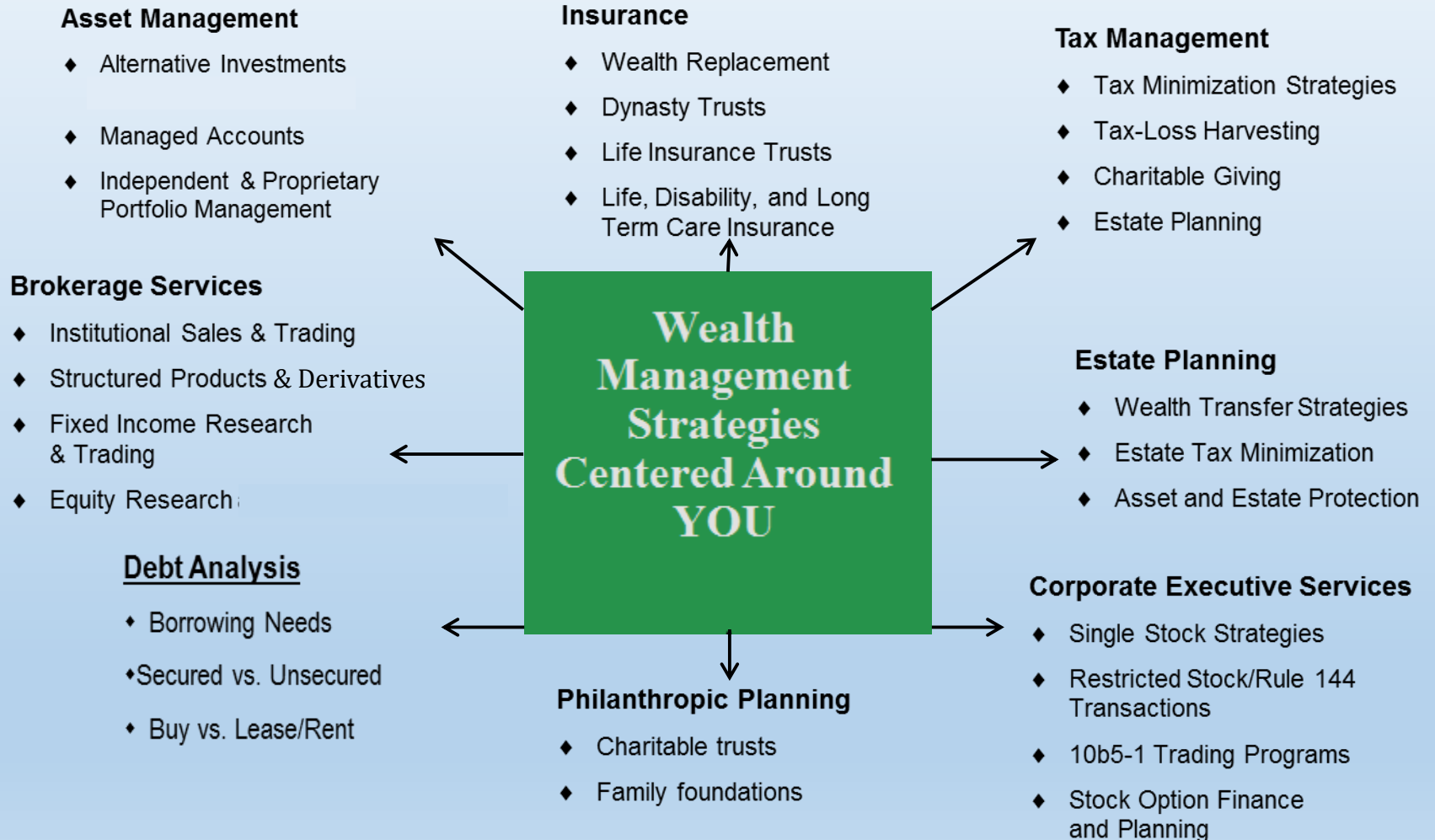
Our team focusses on essential aspects of your financial situation throughout the wealth management process.



Our Team will review, assess and recommend appropriate changes to your financial plan and portfolio on an ongoing basis.

# Complex Needs Provide Planning Opportunities

Our Team helps monitor your financial profile and needs, while leveraging the full power of Raymond James and Steward Partners' global platform



# Addressing Your Unique Financial Needs

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# Strategies For Wealth

## Strategy 1

Preservation



Money Market  
CD's  
Treasuries  
Immediate Annuities  
Short Term Bonds (taxable)  
Short Term Bonds (municipal)

## Strategy 2

Income



CD's  
Intermediate/Long Term Bonds  
Tax Free Bonds  
Government Agency Bonds  
Zero Coupon Bonds  
Preferred Stocks  
Foreign Bonds  
Growth & Income Funds  
Utility Funds  
Equity Income Funds  
Balanced Funds

## Strategy 3

Growth



US Stocks  
International Stocks  
Variable Annuities  
REIT's  
Real Estate



# The Seven Questions You Should Ask a Financial Advisor

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## **(1) What Process do you follow to identify client's goals and evaluate investment performance?**

We follow a very simple and straight forward four-step process with all of our clients:

- 1) Identify financial goals and objectives and develop a comprehensive understanding of their needs and objectives.
- 2) From that plan we are able to identify how best to pursue stated goals and objectives, including a determination of an appropriate asset allocation.
- 3) Implement financial recommendations (after review and with the client's consent) using professionally managed portfolio managers where appropriate, and finally,
- 4) Monitor and update on an ongoing basis upon stated financial goals and performance.

## **(2) What are your sources of research and information?**

Steward Partners and Raymond James are an excellent source of information for providing due diligence on the many independent money managers that we use for our clients. We also have access to third party research from various other sources.

## **(3) How often will you hold a formal review with us?**

We have what we like to call a 12/4/2 Client Commitment. You will hear from us at least once a month, either through a phone call or e-mail. 4 Times a year we will have a quarterly telephone review of your overall portfolio as well as each individual account. Once or twice a year we will try and arrange an in-person meeting to have a more thorough review.

# The Seven Questions You Should Ask a Financial Advisor

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## **(4) Are you available for informal meetings?**

Yes, by appointment. Please contact us, or Wealth Manager, Michaelyn Bortolotti, to schedule a meeting.

## **(5) What's the fee structure?**

That depends on the investment. Most of the services we provide have asset-based fees. Each individual portfolio is different. We will discuss your fee structure before you become a client.

## **(6) How are you personally compensated?**

We are compensated by Steward Partners Global Advisory LLC by a percentage of revenues that are generated.

## **(7) Can you show representative portfolios?**

Yes, utilizing Raymond James' financial planning tools, we are able to show your current portfolio and compare it to the recommendations we make.

# Team Profile - Financial Advisors



## Timothy Davis, CFP®

Partner

Managing Director and Wealth Manager

[T.davis@stewardpartners.com](mailto:T.davis@stewardpartners.com)

617-377-4418



Tim Davis is a Managing Director and Partner at Steward Partners Global Advisory. He has been in the financial services industry for over 23 years. Prior to joining Steward Partners, he was a financial advisor with Morgan Stanley & UBS in Boston, MA and started his career at Merrill Lynch in Andover, MA. In 2019, Tim was recognized by Forbes Magazine as a Best-In-State Financial Advisor for the Greater Boston area in Massachusetts.

Using the Raymond James' Corporate & Executive Services Group, Tim and his team work with C-Level executives, company founders & board member to help meet the specialized needs of those with concentrated equity and stock option positions. Together, they are able to design and implement 10b5-1 strategies and help with concentrated equity risk management and planning. The goal is to meet the needs of these individuals to integrate their equity compensation in to a comprehensive wealth management strategy. Their clients' plans encompass investments, retirement needs, tax and estate planning strategies, and insurance analysis.

For leisure, Tim enjoys spending time on Cape Cod during the summer and skiing at Stowe Mountain in Vermont in the winter. Tim resides in Cohasset, MA, with his wife, Sarah, and their two children, Reagan and Brodie, and he is active in local civic organizations and charities.

The Forbes ranking of Best-In-State Wealth Advisors, developed by SHOOK Research, is based on an algorithm of qualitative criteria and quantitative data. Those advisors who are considered have a minimum of seven years of experience, and the algorithm weighs factors like revenue trends, AUM, compliance records, industry experience and those who encompass best practices in their practices and approach to working with clients. Portfolio performance is not a criteria due to varying client objectives and lack of audited data. Out of 29,334 advisors nominated by their firms, 3,477 received the award. This ranking is not indicative of an advisor's future performance, is not an endorsement, and may not be representative of an individual client's experience. Neither Raymond James nor any of its financial advisors or RIA firms pay a fee in exchange for this award/rating. Raymond James is not affiliated with Forbes or Shook Research, LLC.

# Team Profile - Wealth Management Associate



## **Michaelaelyn D. Bortolotti**

**Partner**

**Vice President and Wealth Manager**

[Michaelaelyn.bortolotti@stewardpartners.com](mailto:Michaelaelyn.bortolotti@stewardpartners.com)

**617-377-4419**



Michaelaelyn is a senior vice president and partner at Steward Partners Global Advisory. She was with Legg Mason, Smith Barney and Morgan Stanley from October of 2005 to October 2017. A 2005 graduate of Colby College, Michaelaelyn graduated with a Bachelor of Arts in Economics and Bachelor of Science in Business Administration with a concentration in Finance and was a member of the varsity field hockey and softball teams. Michaelaelyn's role on the team is to work directly with our corporate executive clients to design & execute 10b5-1 plans, their wealth management plan and oversee all operations of the team. As a Wealth Manager, Michaelaelyn has her Series 7 and Series 66 securities licenses. Michaelaelyn is a resident and native of Hanover, MA.



## **Michael Carilli**

**Partner**

**Vice President and Wealth & Portfolio Specialist**

[Michael.carilli@stewardpartners.com](mailto:Michael.carilli@stewardpartners.com)

**617-377-4423**



Michael Carilli is our Senior Registered Client Administrative Manager responsible for all administrative needs of our clients. Michael joined our group in 2013 while at Morgan Stanley and also spent time at Fidelity Investments for 18 months before rejoining The Davis Executive Wealth Management Group in 2017 at Steward Partners. A 2013 graduate of Bowdoin College, Michael received a Bachelor of Arts in Economics and played offensive line for the varsity football team. Michael brings with him a significant understanding of the competencies of adaptability, organization, communication, and client service excellence. Michael currently holds his Series 7 and 66 securities licenses. Michael resides in Medfield, MA with his wife Michelle.

# Contact Information

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*Steward Partners Global Advisory, LLC and The Davis Executive Wealth Management Group maintain a separate professional business relationship with, and our registered professionals offer securities through, Raymond James Financial Services, Inc. Member [FINRA](#)/[SIPC](#). Investment advisory services offered through Steward Partners Investment Advisory, LLC*

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