

# Congratulations to Matthew Sinclair for being selected as a 2010 FIVE STAR Wealth Manager!

Wealth Managers were evaluated on nine criteria:

- Customer service
- Integrity
- Knowledge/expertise
- Communication
- Value for fee charged
- Meeting of financial objectives
- Post-sale service
- Quality of recommendations
- Overall satisfaction



The independent firm then scored the **Wealth Managers** on both positive and negative criteria and only managers with over five years of experience in the financial services industry were considered.

**Wealth Managers** were reviewed by a blue-ribbon panel comprised of knowledgeable individuals from within the financial services industry.

This resulting list represents less than 7% of the wealth managers in the Greater New York area.

Read about Matthew's recognition in the August issue of **Westchester Magazine**.

**Meet your Westchester 2010 FIVE STAR Wealth Manager**

We surveyed consumers, financial services Westchester Magazine subscribers to find out in the Westchester area who scored highest in overall satisfaction. Here they are.

Well over half of the consumer responses in the Westchester area indicated it is difficult to find a wealth manager they trust and rely on. Wealth managers, broadly defined, are those individuals who help you manage your financial wealth and/or implement aspects of your financial strategies. Common examples of wealth managers are financial advisers, financial planners, investment advisors, tax advisors, estate planning attorneys, etc.

With more than 14,000 wealth managers in the Westchester area, how do you find someone who listens to you, represents your interests and operates with an emphasis on integrity and service? Westchester Magazine can help. The magazine formed a partnership with Crescendo Business Services to find out which wealth managers scored highest in overall satisfaction.

**The Selection Process**

Crescendo administered a survey, by mail and phone, to approximately 1 in 6 high-net-worth households (over 74,500 households) within the Westchester area. An additional 2,500 surveys were sent to local financial services industry professionals.

On the survey, recipients were asked to evaluate only wealth managers whom they know through personal experience and to evaluate them based upon nine criteria: customer service, integrity, knowledge/expertise, communication, value for fee charged, meeting of financial objectives, post-sale service, quality of recommendations, and overall satisfaction.

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Matthew's philosophy is to take a holistic, client-centered approach to wealth accumulation.

Securities/investment advisory services through New England Securities member FINRA/SIPC, and a registered investment advisor. NEF and NES are affiliates.

**Westchester Magazine 5 Star Wealth Manager Award:** Managers were evaluated on nine criteria: customer service, integrity, knowledge/expertise, communication, value for fee charged, meeting of financial objectives, post-sale service, quality of recommendations and overall satisfaction. The independent firm then scored Wealth Managers on both positive and negative criteria and only managers with over 5 years of experience in the financial services industry were considered. Wealth Managers were reviewed for regulatory actions, civil judicial actions and customer complaints as reported by various regulatory agencies. Finally, wealth managers were reviewed by a blue-ribbon panel comprised of knowledgeable individuals from within the financial services industry. The resulting list of 2010 FIVE STAR Wealth Managers, represents less than 7 percent of the wealth managers in the Greater New York area. This award may not represent the experience of all clients and is not indicative of future performance or success. This award stems strictly from client experiences as an insurance or securities product customers. L0212240241[exp0413][NY]