

# Application for Financial Advisory Listing/Advertising on The White Coat Investor Website

## Personal and Firm Information

Your Name: Greg Davis, CPA, CFP®

Name of Firm: Century Wealth Management

Insert link to your website: [www.centurywealth.com](http://www.centurywealth.com)

Insert link to your ADV2:

[https://www.speakcdn.com/assets/2299/cwm\\_adv\\_part\\_2a\\_final\\_20170831.pdf?1509996777626](https://www.speakcdn.com/assets/2299/cwm_adv_part_2a_final_20170831.pdf?1509996777626)

Which services do you provide:

Financial Planning

Investment Management

**Both – X**

Other services (please list): Family Office services

Years of financial experience: 6

Years of experience with financial planning or investment management for individuals: 6

Years your firm been in business: 18

Which of the following designations do you hold (Check all that apply):

CFA

**CFP - X**

ChFC

CLU

**CPA - X**

PFS

EA

MBA

BS or MS in finance related field

Other (please list):

Have you had any events in the past that are reportable to regulatory agencies? If so, please attach explanation. No

Have any of your former clients sued you? What was the outcome? Please attach explanation. No

Are you currently involved in a lawsuit by a client or former client? Please attach explanation. No

## Fee Structure

How do you get paid (check all that apply):

Commissions on investment products

Commissions on insurance products

Hourly rate

Annual retainer

Flat fee for financial plan

**AUM Fee - X**

Other (Please list): **Family Office pay a flat fee**

How much do you charge? Please list your fee structure. If there is a range of possible fees readers can expect to pay, what is the range and what determines where in the range they would fall. If you use AUM fees, be sure to list what a reader would pay with \$100K, \$500K, \$1M, and \$2M in assets.

1% of assets on the first \$2,000,000

.75% of assets between \$2,000,001 - \$5,000,000

.50% of assets between \$5,000,001 - \$10,000,000

.25% of assets above \$10,000,000

What is the minimum amount of assets required for you to take a client? **\$500,000 or equivalent fee**

If you receive payment for insurance product commissions, what percentage of your business revenue do they make up? **NONE**

Do you consider yourself a fiduciary? **Yes**

Do you routinely sign a fiduciary agreement with clients? **Client Service Agreement includes this**

## Investment Philosophy

Do you use tactical asset allocation? If so, please explain your process. No – we are not market timers nor do we make bets on certain asset classes. We globally diversify client portfolios to meet their risk preference

Do you believe you can time the market sufficiently well to beat a comparable low-cost index fund after fees? No

Do you pick individual stocks for clients? No

Do you believe most physicians should own a cash value life insurance policy of any type? If so, what type and why? No. We believe our physician clients should own as much term insurance as cheaply as they can get it until they've saved enough to be self insured.

Do you believe you can select mutual fund managers who can beat an index fund in the same asset class over the long term going forward? No. We don't use active managers for our equity exposure.

What percentage of a typical client portfolio would you place into actively managed mutual funds or ETFs? Our active managers are used for fixed income and infrastructure only

What role do fees play in your selection of individual investments? Large. We use the term with clients that "we fight for every basis point"

What fund companies do you routinely use? (Check all that apply)

**Vanguard - X**

**DFA - X**

Bridgeway

iShares

Other (Please list): **First Trust, Metwest, DoubleLine, Lord Abbett**

Do you routinely engage in tax-loss harvesting for clients in their taxable accounts? Yes, when spending trading costs doesn't outweigh the benefit

## Physician Specific Issues

How many physicians and/or dentists are you currently advising? (i.e. managed assets of or met with in the last year): 11 of our 60 households we work with are physicians. We have focused our practice over the last 18 months to work specifically with physicians and business owners.

What do you feel is your biggest value-add for a doctor? A systematic and thoughtful approach to help them organize their financial life, give clarity to their future, and help them enjoy the lifestyle they want now and in the future.

Do you consider yourself qualified to give high-quality advice on all of the following student loan related issues: IBR, PAYE, REPAYE, PSLF, deferment, forbearance, and student loan refinancing? Why or why not? Is this advice included in your regular fees listed above? Yes. We run debt repayment analysis to determine the best path. All our services are included in our fee. We do not charge any additional fees for specific services.

How many clients have you assisted with a Backdoor Roth IRA in the last year? 7

Which of the following accounts do you consider yourself an expert on? (check all that apply)

**401(k) - X**

**403(b) - X**

**457(b) - X**

**Individual 401(k) - X**

**SEP-IRA- X**

**SIMPLE IRA- X**

**Traditional IRA- X**

**Roth IRA- X**

**HSA- X**

**Profit-sharing Plan- X**

Defined Benefit/Cash Balance Plan – knowledgeable but not an expert

Others (Please list):

What steps do you proactively take in a market downturn to improve investor behavior? We contact via email and phone to discuss volatility and remind clients that our financial plan takes into consideration that there will be times when the market takes a downturn

Anything else that you would like me to take into consideration with regards to your application? (Attach additional documentation as desired) 18 months ago we took a deep dive into our firm and the clients that we work best with and determined that over time we naturally developed a good number of clients who are physicians. In part since my partner's wife is a physician. Since then, we have devoted much of our time working to grow our niche with physicians. I'm attaching a piece we wrote after speaking with a number of our physician clients and also our physicians one pager that we supplement our brochure with. We are also currently building out on our website a space dedicated to physicians.