



## How the Experts Use Money to Make Money



The client-focused wealth management team at Greenwich Investment Management Inc.

Greenwich Investment Management Inc. (GIM) is the go-to firm for high net worth investors seeking a stable source of tax-exempt income that compounds over time. For six quarters in a row, the firm has been awarded the PSN Top Guns Award for superior performance in the municipal fixed income category. Managing Director Drew Collins, CFA®, answers questions about why tax-exempt bonds are the firm's strategy of choice.

### ■ How are tax-exempt bonds different than other investment vehicles?

Unlike ETFs and mutual funds, our bonds are designed to generate income without assuming high risk. They provide stable income and peace of mind.

### ■ What should investors know about compound income?

Compound income is defined as the reinvestment of income into new income-producing assets. It's said to be one of the great wonders of the world, and we believe it's one of the most powerful sources of wealth creation available.

### ■ What is unique about GIM's strategy?

We buy an entire bond issue on behalf of our clients. We negotiate the terms and are in control of the credit over its lifetime. High-yield tax-exempt bonds offer high levels of current income and low correlation to other asset classes, which offers significant diversification in a portfolio.

### ■ How do you select your bond sectors?

We focus on charter schools, senior living facilities, and fixed-based operations like airport hangers because these are sectors with good underlying fundamentals. For each bond purchase, we conduct extensive due diligence to look for qualities such as a recurring source of revenue, a solid track record of successful management, and the ability to do public good.

### ■ What is the client experience at GIM?

We specialize in separately managed accounts. All clients have direct access to our firm's senior investment professionals, who counsel clients on allocating assets to achieve their financial objectives. Our only source of income is an advisory fee, and there are no hidden charges. Our principals and employees invest side-by-side with our clients and own the same assets.

## GREENWICH INVESTMENT MANAGEMENT

Greenwich Investment Management Inc. is an SEC-registered investment advisor with over \$425 million in assets under management.

To learn more, call Drew Collins at 203-625-5316 or visit [greenwichinvestmentmgt.com](http://greenwichinvestmentmgt.com).

*Tax-exempt bonds are subject to credit and interest rate risks. It is important to review your investment objectives, risk tolerance, and liquidity needs before investing. Income may be subject to the alternative minimum tax (AMT) and/or state and local taxes, based on the state of residence.*