



Application to be placed on my website's recommended list of Flat Fee/Hourly Fee Financial Advisors

Your Name: **Matthew McKee, CFA**

Name of your Company: **Samalin Investment Counsel**

City & State where you are located: **Chappaqua, NY**

Public contact information:

Website link: **www.sicounsel.com**

Phone: **914-666-6600**

E-mail: **matthew.mckee@sicounsel.com**

Which of the following services do you provide?

Portfolio management

Investment advice

Practice financial planning

Personal financial planning

Student loan management

Tax preparation

Other (Specify)

Your Philosophy

Describe your investment philosophy.

My investment philosophy is that markets are generally efficient. As such, investment allocations are typically done with low-cost, passive ETFs and my focus is on establishing the appropriate risk-return allocation based on clients' specific circumstances.

Why should a client choose you as an advisor?

Focus on white-glove client service addressing all aspects of their financial lives and a deep investment expertise.

How do you answer the question "Should I pay down debt or invest"?

The question depends on several factors, such as expected investment returns, debt interest rate, reliability of income, and risk tolerance. See article written in DentistryIQ: https://www.dentistryiq.com/practice-management/financial/article/16363696/convertng-human-capital-to-investment-income-in-your-dental-practice?cmpid=Enl_Principles-of-Prac-Man_May-14-2019&sponsored=topic3&eid=432762542&bid=2441699

Do you recommend clients carry a home mortgage into retirement and why?

It depends on the client's circumstances. There are tax benefits of holding a mortgage, but it does change their risk profile.

Nuts & Bolts

What licenses or certifications do you have?

Chartered Financial Analyst (CFA) designation

What year did you get your first license or certificate and what was it?

Series 7 in 2010

What year did you begin with your current company? **2018**

List prior financial companies you were associated with:

Gabelli Asset Management, Farallon Capital Management, BPV Capital Management, Morgan Keegan

Have you or your company ever been sanctioned by a regulatory agency? **No**

ADV2 link:

https://www.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=552564

Minimum amount of assets required to become a new client: **N/A**

Do all clients work directly with you? **Yes**

If not you, then who will they work with? **N/A**

Number of households your company advises: **100+**

Number of physician households your company advises: **10+**

What makes physicians unique as clients? **Large student debt, late career start, higher tax bracket, less financial aid for children's college.**

Why do you like to work with physicians? **I am very analytical and find physicians approach their financial decisions in a similar manner. I also have a background in healthcare research and consulting, providing me with knowledge of industry dynamics.**

Number of dentist households your company advises: **10+**

Do you recommend/assist your clients in tax loss harvesting? **Yes**

Do you recommend/assist your clients with a backdoor Roth IRA? **Yes**

In the last 24 months, how many clients did you assist in their pursuit of student loan forgiveness? **I explored it with several clients, but they chose to refinance instead of pursue loan forgiveness.**

Investing Style

How often do you recommend individual stocks?

practically never

sometimes

most of the time

almost always

How often do you recommend actively-managed mutual funds?

practically never

sometimes

most of the time

almost always

How often do you recommend passively-managed or indexed mutual funds?

practically never

sometimes

most of the time

almost always

Do you consider fund fees when recommending client investments? **Absolutely. It is one of the largest detractors from fund performance and the reason why I almost always recommend passive funds.**

Your Fees

Do you receive any source of compensation beyond what the client personally pays you and if so what is it? **No**

Is your fee structure listed on your website? **No**

If so, what is the link? **N/A**

Do you change your listed fee based on complexity? **Yes**

List your fee for a new client in each of the following scenarios by using a single number, not a range:

New Attending

My spouse and I have one eight year old child. We are both attending physicians in our first year of practice. Together, we earn \$400,000 per year before taxes. We owe \$400,000 in student loans. We have saved \$57,000 in qualified retirement accounts, \$26,000 in the bank and \$33,000 in other assets. We want to get on track with our finances.

A) How much should we expect to pay for your services in the first year? **\$3,500**

B) In the second year? **\$3,500**

C) What important issue would you like this client to address? **Analyzing debt and reviewing refinancing/forgiveness options, college savings for their child, and creating a comprehensive financial plan so that they have a roadmap to retirement and other goals.**

Seasoned Attending

We have three children under the age of 18. I'm a homemaker and my spouse is an attending physician who earns \$380,000 before taxes. Our only debt is a \$300,000 mortgage on our \$800,000 home. We have \$258,000 in joint investment accounts, \$525,000 in qualified retirement accounts and \$230,000 in 529 plan accounts. We want to grow our assets for retirement and college.

A) How much should we expect to pay for your services in the first year? **\$10,000**

B) In the second year? **\$10,000**

C) What important issue would you like this client to address? **The primary issue is making sure they will have enough for college and retirement. Within this, making sure they are taking advantage of all tax-deferred options, are saving enough, and are properly allocated for their retirement and college goals.**

Nearing Retirement

My kids are all grown and gone. I'm an attending physician and my spouse is a homemaker. I earn \$600,000 before taxes. We own a \$1,000,000 home and my medical practice assets are worth \$1,150,000. We have \$1,100,000 in taxable investment accounts and \$3,150,000 in qualified retirement accounts. We are debt-free. We want to grow our assets and find out when we will have enough money for me to retire.

A) How much should we expect to pay for your services in the first year? **\$15,000**

B) In the second year? **\$15,000**

C) What important issue would you like this client to address? **The focus would be on retirement planning, which would involve an analysis of the cash flow needs, assets required to meet goals, and making sure the investment risks are aligned with near-term retirement goals.**