

## Len Hirsh's Team



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Led by a CERTIFIED FINANCIAL PLANNER™ professional and Accredited Investment Fiduciary®, our team works in a fiduciary capacity to deliver comprehensive and unbiased investment advice to high-net-worth individuals and families. We employ a team approach and an open-door policy so that our clients can always reach someone at the firm with any question, at any time.

Serving as your personal financial concierge, we can help with estate and legacy planning, tax planning, philanthropic planning, college savings, and insurance. We have guided generations of families through numerous market and economic cycles, as well as various life changes. As a result, we understand that priorities shift, goals evolve, and unexpected needs arise.

For these reasons, we believe that cookie-cutter investment solutions rarely get the job done, and we prefer to maintain the flexibility to tactically address new market challenges and opportunities as they arise. To that end, SEIA offers a customized investment management approach that focuses on personally crafted portfolios that are the direct result of our Investment Committee's extensive research and thoughtful market analysis.

We even offer the unique ability to work in a non-discretionary manner, through which clients can retain the final decision-making authority when it comes to specific investment strategies and solutions, and even the timing of trades.

In short, our goal is to help our clients sleep well at night so they can focus on enjoying the finer things they have worked so hard to achieve.

### OFFICE

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FT 300 Ranking July 2020

The Barron's 2020 Top 100 RIA Firms is given by Barron's and is based on assets, revenue, number of clients, number of employees, and quality of practice. Newly added metrics for 2020 recognition include technology spending, staff diversity, and succession planning. RIA firms apply for this award. The firms pay a fee in order to reference this award either upfront to obtain the award or paid on the back-end after the award is granted to obtain plaques, article reprints or similar indicia of the award. The 2020 RIA Channel Top 100 Wealth Managers List showcases wealth management firms based on size, growth, and quality. RIA Channel ranked the Top 100 RIA firms of 2020 based on a proprietary set of criteria and data. The ranking is based on both size and growth in assets as of June 30, 2020, as reported to the SEC. RIA Database (RIADatabase.com) was used for regulatory data, organic research, and advisor surveys. RIA Channel is a privately held company and does not charge fees to be included in their lists. The Financial Times 300 Top Registered Investment Advisers is an independent listing produced annually by Ignites Research, a division of Money-Media, Inc., on behalf of the Financial Times (July 2020). The FT 300 is based on data gathered from RIA firms, regulatory disclosures, and the FT's research. The listing reflected each practice's performance in six primary areas: assets under management, asset growth, compliance record, years in existence, credentials and online accessibility. Over 750 qualified firms applied for the award, 300 of which were selected (40%). This award does not evaluate the quality of services provided to clients and is not indicative of the practice's future performance. Neither the RIA firms nor their employees pay a fee to The Financial Times in exchange for inclusion in the FT 300. Third-party rankings and recognitions are no guarantee of future investment success and do not ensure that a client or prospective client will experience a higher level of performance or results. These ratings should not be construed as an endorsement of the advisor by any client nor are they representative of any one client's evaluation. Signature Estate & Investment Advisors, LLC (SEIA) is an SEC-registered investment adviser; however, such registration does not imply a certain level of skill or training and no inference to the contrary should be made. Securities offered through Royal Alliance Associates, Inc. (RAA) member FINRA/SIPC. Investment advisory services offered through SEIA, 2121 Avenue of the Stars, Suite 1600, Los Angeles, CA 90067, (310) 712-2323. RAA is separately owned and other entities and/or marketing names, products, or services referenced here are independent of RAA. Len Hirsh CA Ins. License #0L46886 ID# 062421 - 13069290 - 23498023 / 21943869

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