

## There For You. Always.

Transparency and dedication in everything we do.

Exceptional service is a cornerstone of our success. We prepare detailed reports that clearly explain performance and strategy. We collaborate with your other financial and legal professionals. We are always available to answer your questions.

Ultimately, our dedication to service gives you **confidence in your long-term financial outlook** and **peace of mind in your investment decisions**.

Contact **Eliot Finkel Investment Counsel** to learn how we can help you achieve financial security that lasts a lifetime.

*This brochure is for informational purposes only and is not intended to and does not provide investment advice. Past performance is no guarantee of future results and does not preclude the possibility of loss.*

## Eliot Finkel Investment Counsel

Intelligent Advice  
Careful Analysis  
Exceptional Service



**Portfolio Management Built on  
Decades of Experience and  
Extraordinary Dedication to Clients**

Eliot Finkel Investment Counsel, LLC  
9100 Wilshire Boulevard, Suite 503E  
Beverly Hills, California 90212  
Phone: 310-271-2521  
[www.efinvest.com](http://www.efinvest.com)

## Proven and Independent

Managing money through integrity and hard work.

For over 35 years, Eliot Finkel Investment Counsel has managed investment portfolios for a wide variety of clients by combining intelligent advice and careful analysis with exceptional service.

We conduct our own economic analysis and company research. We do not outsource investment decisions. This independence helps us avoid the conflicts, groupthink and short-term focus that hobble other firms.

### Firm Profile

Established:	<b>1974</b>
Assets under management:	<b>\$80 million</b>
Average length of client relationship:	<b>12 years</b>



## An Intelligent Approach for All Economic Climates

We use an investment philosophy that incorporates three core principals - value, income and safety.

**Value.** We buy the securities of well-managed, profitable companies that are undervalued relative to their business fundamentals. These value-oriented securities have historically outperformed growth-oriented securities.

**Income.** We specialize in securities that pay substantial, sustainable dividends and interest. Historically, income is responsible for the majority of investment returns.

**Safety.** We do not allow any single position to dominate a portfolio, and we avoid investments that we cannot easily sell.

## Unmatched Professionalism and Rigor

With a Chartered Financial Analyst® Charterholder on board, we make investment decisions with the industry's highest standards of ethics and analysis.

Based on broad economic and fundamental company research, we design portfolios using a disciplined, conservative and long-term investment strategy. As a result, you get financial safety and income that last a lifetime.



Our annual returns have exceeded the Standard and Poor's (S&P) 500 Index over the past three, five and ten years. This is one of the many reasons that we have kept most of our clients for over a decade.

As an independent, fee-only Registered Investment Adviser, we uphold the highest standard of care as required by our fiduciary duty under the Investment Advisers Act of 1940. Our clients' interests always come first.