

iRebal[®]

An interview with Alan Loewy,
Avocet Capital Management

About this case study

This interview was conducted to tell the story of how iRebal on Veo[®] has helped Avocet Capital Management increase efficiency and streamline their investment management processes. This should not be interpreted as an endorsement or recommendation for the advisors or the firm.

How iRebal helped streamline investment management processes

Alan Loewy, Founder, Managing Partner, and Portfolio Manager at [Avocet Capital Management](#) recently transitioned the firm to TD Ameritrade Institutional. Loewy made the change with the clear intention of taking advantage of iRebal on Veo and streamlining many processes associated with investment management. Now, as an avid user of iRebal, Loewy explains that it has been the key piece of technology allowing him to meet his goals.

In fact, with the help of iRebal on Veo, he's been able to substantially increase efficiency and productivity, systematize his investment decisions, and provide better value and service.

As Loewy explains, "Rebalancing and monitoring for both single accounts and consolidated portfolios was a manual and time-consuming process. Now, it's more automated and efficient. This has freed up a tremendous amount of time to focus on direct client contact, particularly during times of market volatility when it can be difficult to juggle communicating with clients while simultaneously navigating the capital markets."

While held in custody elsewhere, the investment management portion of Loewy's business relied heavily on manual processes. Each day consisted of generating an array of reports from his portfolio management system provider and using those reports to plug in various inputs to a spreadsheet. Then, he had to perform an analysis on the spreadsheet to determine which clients fell below or above model targets. This process, though effective in the management of model portfolios, was time consuming and had limitations—reports had to be generated at the end of the day and could not use real-time financial data.

Avocet Capital Management



- **Location:** Deerfield, IL
- **AUM:** \$57M
- **Number of clients:** 47
- **Year started as an RIA:** Alan Loewy started Avocet Capital in 2011 as a multifamily investment office anchored by families with established wealth and supporting those with emerging wealth

Avocet Capital Management

The iRebal difference

iRebal on Veo enables Loewy to automate many of these tedious, manual processes. His models, portfolio assignments, and client-specific settings are centrally stored and maintained within the iRebal application, with real-time data feeding in directly from Veo. To streamline the process a step further, Loewy has taken full advantage of iRebal's scheduled rebalances, allowing him to automate the rebalancing of client portfolios on a recurring basis. For Loewy, this involves simply setting up his client portfolios to run through a rebalance on an overnight schedule. Each night, iRebal triggers a rebalancing workflow for all portfolios included in the scheduled rebalance, whether it be a full rebalance, cash management, or tax-loss harvesting.*

Loewy then utilizes the iRebal Veo alerts to notify him of exactly which portfolios, according to his custom settings, need action, prior to him stepping a foot into his office—or out of bed, for that matter.

iRebal on Veo has afforded Loewy more than business efficiencies. “iRebal provides the capability to help deliver upon the client promise of real-time monitoring and disciplined implementation of our portfolio strategy,” he says.

iRebal: *“It is the single most impactful resource that I use on a daily basis.”*

Alan Loewy
Founder, Managing Partner, and Portfolio Manager
Avocet Capital Management

Avocet Capital Management

As Loewy describes it, as an investment advisor you spend time sitting down with your clients and establishing a strategy or “plan” for how their investments are going to be managed. When the time is right, you execute and take action on that plan. However, deciding when that time is right often leads to speculation, which is not necessarily the kind of discretion that should be used when managing investments. Loewy states, “Markets move and you don’t want to speculate on the timing of when to execute on your plan. Plan your trades through iRebal.” For him, iRebal is the mechanism that can help advisors be disciplined in executing their plans.

For Avocet Capital Management, the power of iRebal extends even further. Loewy explains, “With the enhanced capability of tracking external accounts, the reach of the program greatly extends beyond the TD Ameritrade custodial platform. It has helped increase the assets managed by Avocet Capital and the associated investment management advisory fees.” With this new functionality, Loewy is now able to increase his firm’s AUM and collect management fees on assets that he previously could not.

Avocet Capital Management

The takeaway?

Whether your intention is to increase efficiencies or streamline the investment decision-making process, the benefits of iRebal on Veo can be seen beyond those described by Alan Loewy. And implementing the technology comes at no additional cost to you.

Connect with an experienced consultant today.

CALL 800-934-6124

VISIT tdainstitutional.com

TD Ameritrade Institutional and Avocet Capital Management are separate, unaffiliated companies and not responsible for one another's products and services.

Advisors have not received remuneration for participation in providing these testimonials. Advisor testimonials may not represent the experience of all advisors using TD Ameritrade brokerage services. The advisors mentioned are not affiliated with TD Ameritrade Institutional. More information about the advisor is available on the SEC website www.adviserinfo.sec.gov. TD Ameritrade is not responsible for services or policies of any third party. TD Ameritrade does not recommend or endorse any advisor that utilizes its brokerage or custodial services. TD Ameritrade does not monitor, and is not responsible for, communications between advisors and their clients.

tdainstitutional.com



iRebal® products and services property of ThinkTech, Inc., an affiliate of TD Ameritrade, Inc.

* iRebal offers a flexible tax harvesting feature that allows you to set various loss thresholds for taxable accounts, total loss targets for portfolios, and choose a replacement security for each harvested security. Once the thresholds have been set, iRebal identifies eligible losses in taxable accounts, and shows you the securities that fit the criteria that you have defined.

TD Ameritrade Institutional, Division of TD Ameritrade, Inc., member FINRA/SIPC.
TD Ameritrade is a trademark jointly owned by TD Ameritrade IP Company, Inc. and The Toronto-Dominion Bank. © 2017 TD Ameritrade.