

Research-Driven Strategies, Proven Results

Michigan Financial

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Foresight Capital Management Advisors, Inc.

Foresight Capital Management Advisors, Inc. (FCMA) opened in 2008 as a fee-only registered investment advisor and fiduciary consultant using research-driven strategies and a commitment to participant service for 401(k) and individual wealth management plans. Within months, its process was validated by the downturn on Wall Street and the fact that clients stayed the course.

ABC's of Investing With Foresight

Auto Pilot:
Managed Model Portfolios

Best Screened Mutual Funds:
50+ Funds to Choose From

Choices Unlimited:
Custom Money Management

In 2008, FCMA was retained as a fiduciary consultant by the Michigan Retirement Investment Consortium to determine which investment providers and products were a good value—and which ones were not—for the state's teachers and professors.

"We used our research tools to analyze these products, and by the time the Wall Street crisis hit, we had provided information that helped over 1,200 school districts across the state of Michigan," says Foresight President Laurie Stegenga, CPA, PFS, CFP®, AIF®.

More than a wealth advisor, Foresight is a highly skilled investment research management firm that focuses on individual wealth management as well as 401(k) and 403(b) retirement plans for organizations in the private and public sectors. With professionals on staff who are better trained, with higher credentials than most advisors, Foresight carefully

identifies promising investment opportunities, while taking into consideration the tax and estate implications, as well as each client's goals and risk tolerance. The firm specializes in executive transition planning for retirement. FCMA's clients include law firms; medical practices; advertising, engineering and scientific organizations, with private and public, union and non-union employees.

"Many people who come to us don't understand what is required to live comfortably in retirement," Stegenga says. "When we do a financial plan, we include a thorough Social Security analysis which can save clients thousands of dollars."

When planning for retirement, Stegenga stresses the importance of working with an advisory firm that accepts investment fiduciary liability, in *writing*, as defined under the Employee Retirement Income Security Act (ERISA) Section 3(38). That law requires trustees of retirement plans to perform periodic investment selection research, to assure their plan participants are obtaining a reasonable market rate of return. Only independent, fee-only, registered investment advisors such as Foresight Capital Management Advisors can accept such responsibility.

"Everybody says they're a fiduciary, but you need to look at the contract to validate it's in writing," Stegenga explains. "Many investment firms can't or won't accept this important duty because they have conflicts of interest by either accepting commissions or selling investment products. It's a new era for investment advising, and the future is independent, fee-only, certified credentials, no commissions, and committed participant service."

Stegenga is a national media spokesperson for the AICPA Personal Financial Specialist, speaks statewide



"I love working with and educating our clients so they can feel comfortable investing, with risk tolerance always a consideration. We help clients sleep better at night."

— Laurie Stegenga, CPA, PFS, CFP®, AIF®, President

for the Michigan Association of Certified Public Accountants (MACPA) on technical investment and accounting topics, and is ethically governed by four national and state boards: The American Institute of Certified Public Accountants (AICPA®), the Center for Fiduciary Excellence (CEFEX), the CFP® Board of Standards and the MACPA. Each organization requires its members to complete continuous professional training to maintain their credentials.

"Building trust is paramount," Stegenga says. "I love working with and educating our clients so they can feel comfortable investing, with risk tolerance always a consideration. We help clients sleep better at night."



The Foresight Team

Foresight

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- Retirement Plan Services
- Participant Education
- Accept ERISA 3(38) Investment Fiduciary Liability
- Full Disclosure Fees
- Financial Planning for all Participants
- Retirement Plan Comparisons