

<http://www.greenwichtime.com/business/article/Financial-advisers-override-emotional-decisions-11058180.php#photo-12685178>



<http://www.thehour.com/business/article/Financial-advisers-override-emotional-decisions-11058180.php>

The Hour

<http://www.stamfordadvocate.com/business/article/Financial-advisers-override-emotional-decisions-11058180.php>

**stamford
advocate.com**

<http://www.newstimes.com/business/article/Financial-advisers-override-emotional-decisions-11058180.php>

newstimes.com

<http://www.ctpost.com/business/article/Financial-advisers-override-emotional-decisions-11058180.php>

CONNECTICUT POST

Financial advisers override emotional decisions in Trump era

By Macaela J. Bennett

Sunday, April 9, 2017

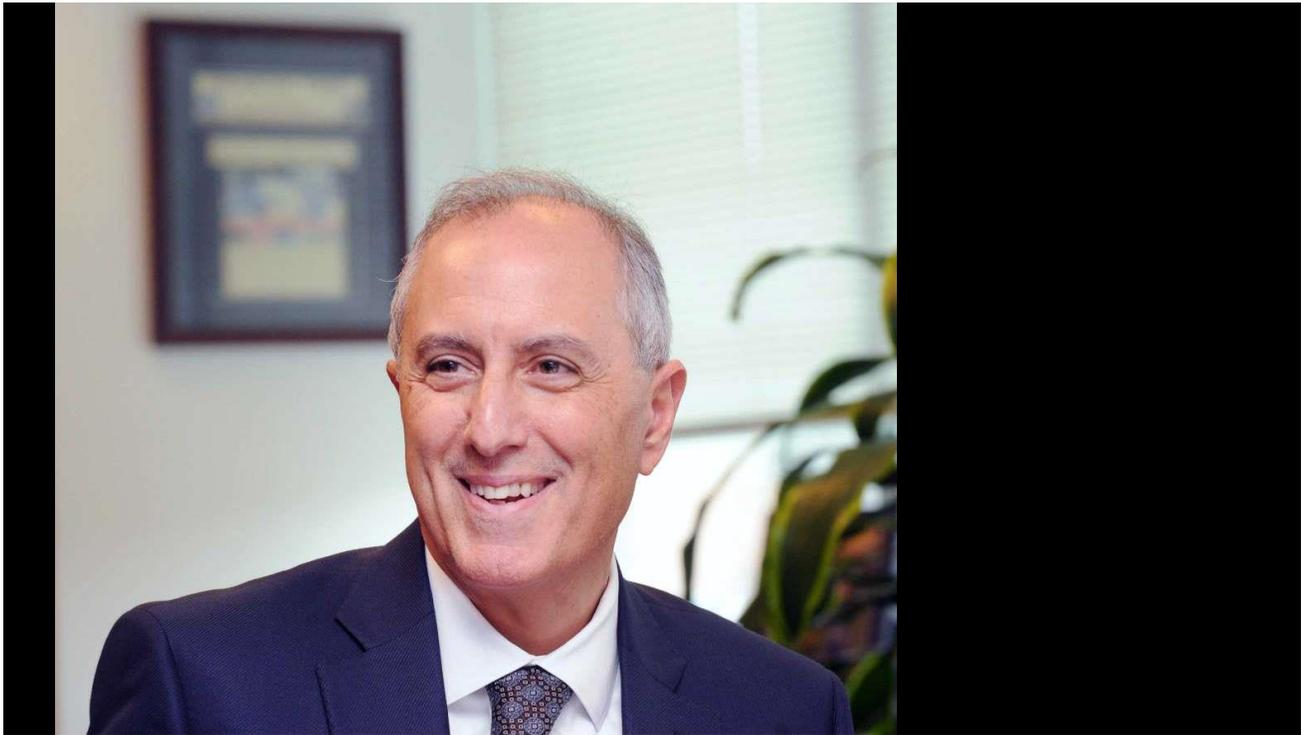


Photo: Bob Luckey Jr. / Hearst Connecticut Media (Note: Additional photos on the Internet)

It doesn't matter who's in the White House, some Greenwich-based financial advisers say — they're sticking to their basic strategies.

"Time and time again, things come in to distract you," said **Charlie Dear**, investment adviser at **The Riverside Financial Group**. "And this whole Trump thing is the mother of all distractions on steroids."

Rather than making large bets on how President **Donald Trump's** potential policy changes will influence markets, Dear, who said his wealth management team is having one of its best-ever quarters, is sticking to "time honored, proven disciplines."

"These things are so simple, it sounds stupid, like I shouldn't even bother to say them," Dear interjected amid laying out his group's principles for investing during the Trump era.

His two basics for investing include "sticking with our core, diversified plans" and "selling high and buying low."

To the extent that Dear's team has looked to capitalize on market swings caused by Trump's politics, it has tried to be counterintuitive, he said. "Everyone was focused on

looking at industries that will benefit because of Trump,” he said. “But what people should have done was look for things bashed because of Trump. You should shade toward these potentially good things because of him, but the real money is on things that were bashed.”

Decisions based on emotions, chief among them fear, have been important for investors to guard against since the polarizing Republican was voted into office, Dear said.

“There were a number of people we had to gently dissuade from pulling all their money because of Trump’s election,” Dear said.

A similar situation unfolded following the November election in downtown Greenwich at the offices of **Peter Chieco’s Morgan Stanley team The Sound Shore Wealth Management Group.**

“We basically spoke with all of our clients the week after the election,” said Chieco, who has been recently named to several lists of top financial advisers, including at Barron’s and The Financial Times.

“We earn our keep mostly in bad markets, when we keep people from pulling everything out,” Chieco said. “The best thing we can do is give perspective and use our experience to fight emotions.”

Since markets rebounded after the presidential election, they have marked some big gains, which included the Dow for the first time closing above 20,000 in January, though a small correction notched in late March followed a failed attempt to replace the Affordable Care Act. Even then, “the markets really didn’t go down that much,” Chieco said, adding he considers it a non-event in relation to the markets.

Like Dear’s team, Sound Shore Wealth Management is also staying away from adjusting its strategies drastically to conform with Trump’s political sways.

“It’s tempting to go into areas like infrastructure and defense,” Chieco said, “but we’re not because that’s making a big bet that could fall apart in any number of ways.” The government’s potential to dictate prices that affect profit margins of industries that would benefit from major infrastructure and defense spending packages also deterred his team from going that route, he said.

Overall, the plan is to just keep doing what they always do — despite the distractions.

“We’re still hearing a lot of fear,” Chieco said, “but you have to have a long-term perspective without short-term expectations. It’s easy to get caught up in the emotional

excitement in the daily moves of the market that make for great theater, but investing in the long term is boring, even though markets are never boring.”