Long Island Business NEWS

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WHO's WHO in Banking & Wealth Management

MAX HASPEL

Blue Water Advisors

Max Haspel is founder and family wealth leader of Blue Water Advisors in Babylon. Leading highly successful business professionals and their families toward reaching their life goals, Haspel, who is also chair of the firm's investment committee, is responsible for advising clients, conducting investment- and wealth-management research, and managing the firm.

Blue Water Advisors is laser-focused on providing the maximum value to clients, Haspel said.

"In an upcoming white paper, we identify specific areas investors should expect a good financial advisor to address when providing comprehensive wealth management services," he said. "These areas include asset location; dynamic asset allocation; tax-advantaged charitable giving; dynamic, tax-smart withdrawal strategies; and liquid, lower-cost alternative investments."

"Asset allocation is a critical aspect of creating an appropriate portfolio for a client, but we take it to the next level," Haspel said. "Blue Water Advisors can locate tax-inefficient assets in tax-deferred accounts, as well as more tax-efficient assets in taxable accounts. Our sophisticated portfolio management technology supports this enhanced tax strategy."

"Dynamic asset allocation is also a factor," he said adding, "We go beyond strategic asset allocation and identify opportunities created by valuation trends, while managing associated risks."

Tax-advantaged charitable giving has an impact as well, he said. "Donor-advised funds and other techniques should be considered to maximize one's charitable impact," Haspel said.

Investors should also concentrate on dynamic, tax-smart withdrawal strategies, Haspel explained. "For those already in retirement, withdrawal strategies can be vital to ensuring that financial goals are met," he said.

Attention should also be given to liquid, lower-cost alternative investments, Haspel said. "It is possible to enhance risk/return by using select, non-correlated investments, without sacrificing liquidity or transparency and incurring high costs," he noted.

Haspel earned a degree in Economics from Colgate University. With a strong commitment to continued learning, he also attended the Advest Institute at Harvard and obtained a Wharton Certificate in Retirement Planning. Prior to joining Blue Water Advisors, Haspel learned the inner workings of Wall Street and securities analysis as an equity research analyst at Credit Suisse, First Boston, and Deutsche Bank.

Haspel was named a Top Advisor by a division of Reuters, one of 20 in the Under 40 category in the Metro New York City region.

Blue Water Advisors is an independent wealth management company and SEC-registered investment advisory firm. Launched in 2001, the firm has been committed to meeting the comprehensive wealth management needs of business owners, executives, senior financial industry professionals, doctors, lawyers and widows. Blue Water Advisors combines boutique client service with objectivity and insights stemming from its research-based approach.

"As an independent, boutique-style SEC-Registered Investment Advisor (RIA) we can pivot swiftly as the environment changes, and stay ahead of the pack," Haspel noted.