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## Finance experts: Investors, attitudes changed permanently

The investment landscape has shifted dramatically over the past year. And the impact has not been lost on wealth management advisers, many of whom watched their clients' portfolios drop by 30 percent or more. Comfort levels and investment strategies aside, no one remained unscathed by the economic collapse that ripped through the market last fall. Wealth management advisers have become cautious, but optimism is on the rise with a change in investment strategies steering the way.

Below, Daniel Goott answers questions about what he has learned from this experience and how he has advised his clients in a new economic world.

**Q** *What advice are you offering clients?*

We remind clients not to get too comfortable as a result of the remarkable recovery in the equity markets since March. We do not believe the markets are poised for unbridled growth and that there are still many issues that could potentially have negative long-term effects on people's lives (growing debt, reduced benefits, inflation). We are not necessarily "out of the woods," but certainly have stepped back from the precipice of a cliff that we were standing on a year ago.

**Q** *What will be the lasting impact of the recession on wealth management strategies?*

I think we will see an increased acknowledgment of constructing efficient portfolios based on the risk characteristics of investments versus the traditional method of diversifying via different asset classes.

**Q** *What about any lasting impact on the financial services industry itself?*

I think we will definitely see more regulation as a result of the fall of the large investment banks and the bailouts of the remaining giants. I think the public will be more skeptical of working with the large Wall Street firms that were a part of the debacle.