



## **13 THINGS WE BELIEVE THAT SEPARATE US FROM THE CROWD**

1. Over 80 years of experience combined.
2. We generally recommend our clients own actual stocks of real companies, not ETFs.
3. We listen to the quarterly conference calls of the companies that we are interested in for our clients.
4. We often converse with management teams of the companies our clients own.
5. We have two registered/licensed service assistants, including a notary, exclusively for our team.
6. We strive to return calls and emails the same day, or next day at the latest.
7. We speak with our clients frequently, and at a minimum of four times per year.
8. Our large and unique clientele help us to provide references and open doors for clients that are inquiring about almost anything.
9. We make a concerted effort to get to know our clients' backgrounds and experience. They are an invaluable reference source for us and help us to better understand and make judgments about companies where we don't share this valuable firsthand experience.
10. We have traveled through most of the countries in the world and learned about the people, their cultures and their ambitions, which help us to make better investment decisions and understand how the different markets interrelate.
11. Larry is an advisor with deep insight into the precious metals sector, particularly gold and silver mining companies, and has traveled the world visiting mine sites.
12. We have made a strong concerted effort to participate in the lives of our communities through social work and government participation.
13. We eat our own cooking; our own money is invested alongside our clients'.

**LAWRENCE SCHARF, AAMS®**  
**Partner, Managing Director, Wealth Advisor**

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