

# Preparing For Tomorrow

Regency Wealth  
Management

Timothy Parker

*“...helping clients navigate an increasingly complicated financial landscape to accumulate, preserve, and ultimately distribute their wealth.”*

Timothy Parker joined Regency Wealth Management as a Partner in 2010 after founding his own firm, Hudson Capital Management, LLC, in 2004. Prior to that, Parker had provided investment advisory services to individuals and businesses through the Bank of New York's Personal Asset Management group for five years. He received a Bachelor's of Business Administration degree from San Diego State University in 1989 and since has a deep and broad investing background encompassing over twenty years of business experience, including private and public investing across the capital structure of all sizes of companies while working at major banking institutions Bank of America, Bankers Trust, and The Bank of New York. He also managed corporate finance and pension investing activities of a large advertising and communications firm.

Regency Wealth Management's mission is to assist individuals, families, and institutions with identifying, understanding, and pursuing their financial goals and objectives. As wealth grows, it requires appropriate attention to a variety of areas including cash management, asset diversification, legal and estate issues, charitable planning, and management of the risks that may threaten the plan. The firm's focus is on helping clients navigate an increasingly complicated financial landscape to accumulate, preserve, and ultimately distribute their wealth. Doing so successfully requires trustworthy advice, personal service, and a close partnership.

“Regency” is defined as a group of individuals who are given fiduciary responsibility to rule in the absence of a monarch. Usually regents are appointed when the monarch is

absent due to battle, travel, disability, or in the case of a premature death, they are given authority to make decisions for an heir who is too young to bear the responsibilities of ruling. Parker, together with his fellow partners Andrew M. Aran and Mark D. Reitsma, felt this was an appropriate metaphor for their company as they are charged with managing the financial affairs of their clients and providing counsel while they are occupied with the ordinary duties of life.

The firm's vision is to be one of the premier boutique wealth management practices in the country by providing a select group of clientele with sustainable financial progress engendering confidence and financial harmony. Since they cannot serve everyone and do it with excellence, their client selection is a mutual process, typically working with clients with investible assets in excess of \$750,000. Growth in business, while desirable, does not impede Regency Wealth from serving their clients in an optimal manner.

The two ways Regency Wealth defines the scope of the relationship with their clients are:

#### **Investment Advisory Services**

The steps of the investment advisory process begin with a series of meetings with Regency Wealth's advisory team to gather detailed information about the client and their investments. The team may contact clients between meetings to clarify data and other information, providing them with a list of documents and financial records that will be needed. As part of the data-gathering process, the advisory team interviews the client to clarify goals and information,



an appropriate investment strategy based on the client's specific time frames and risk tolerance.

- Income tax planning, including the identification of appropriate tax savings strategies that may be available in the client's situation.
- Retirement planning focused on evaluating needs and developing strategies for both the accumulation and distribution phases of life.
- Risk management, which involves identifying potential risks, such as loss of health, property, income, or life; and developing appropriate strategies for protecting against these risks.
- Estate planning and wealth preservation including the development of estate organization and distributions strategies that seek to assure that the client's wealth is preserved and passed as efficiently and effectively to the people or organizations wanted, at the time and in the manner the client wants.

inform them about the firm's investment philosophy, and ascertain the client's tolerance for risk.

After a process of analysis is completed, Regency Wealth will establish a written Investment Policy Statement (IPS) that outlines the parameters of asset classes and investments permitted based on the client's risk tolerance, manage expectations of long term outcomes based on historical returns of similar portfolios and benchmarks, short term and long term income requirements, and will define the frequency of review periods and rebalancing.

### **Wealth Management Services**

Wealth Management Services are a much broader and comprehensive approach that includes all of the above services included with an Investment Advisory Relationship but incorporates financial planning in much greater detail and may include such areas as:

- Cash flow and financial position analysis, which summarizes and assesses the client's income and expenses, key budgeting issues, and cash reserves for emergencies or future opportunities.
- Funding specific accumulation goals, such as educating children or grandchildren, purchasing a vacation home or accumulating a targeted amount for some other purpose, through the development of

In addition to his role at Regency Wealth Management, Timothy Parker is also a member of the CFA Institute, the National Association of Personal Financial Advisors, the National Association of Estate Planners and Councils and is the Vice President of the Greater New Jersey Estate Planning Council. In September, 2001, he was awarded the Chartered Financial Analyst designation.

While being a member in the New York Society of Security Analysts (NYSSA), Parker has also been active in NYSSA student mentoring programs since 2005. Additionally, he has also been widely quoted in *The Wall Street Journal*, *The New York Times*, *Business Week*, *SmartMoney*, *Kiplinger's Personal Finance*, Bloomberg News, *Journal of Financial Planning*, *US News and World Report*, Dow Jones News-wires, *CFA Institute* magazine, *Investment News*, and *The Star-Ledger*. Video interviews include Yahoo!Finance and, additionally, one of Parker's essays was recently published in *NAPFA Advisor* magazine. 📌

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