

# Making Care Tangible

*Hamsher Wealth Management puts clients' peace of mind first*

**H**amsher Wealth Management, LLC (HWM) has a motto: “Clients don’t care how much you know until they know how much you care.” Logan Bradley, a HWM Investment Advisor Representative with a degree in economics, has taken the motto to heart.

The Registered Investment Advisory firm operates out of Denver, Colorado. In speaking about the company, Logan states, “Our company was founded by Troy Hamsher nearly a decade ago, but our experience in the financial industry spans far beyond that. We work with a plethora of clientele, ranging from companies to individuals just starting out. However, we specialize in high net-worth retirement planning.”

## Looking at the whole picture

HWM’s tangible caring goes far beyond managing investments. “Planning your financial future isn’t just about choosing the right investment strategy,” Logan explains. “It may require an attorney for estate plans, a CPA for optimal tax strategies, or even a Medicare specialist. We’ve purposefully developed partnerships with these professionals, so our clients can have a cohesive and holistic financial plan.”

Regarding HWM’s holistic approach, Logan says, “From the start, we listen carefully to client’s goals and priorities so our advice fits their needs. Too often, we meet with individuals invested in a manner moving them further away from their objectives and goals, rather than towards them.”

“Many times, this could have been completely avoided by partnering with a fiduciary that took the time to put the client’s needs first and understand their situation.”

“Our job is not to dictate how people use their money; it’s to understand what they are trying to achieve, then create the blueprint to make it happen.”

## Treating everyone like family

“Our clients know we don’t view them as dollar figures; we treat them like family, because, to us, they are.” Logan adds, “You can’t get to know your clients without learning their goals, passions, wants and needs. We strive to build our company through meaningful and lasting relationships.”

“Many prospective clients are interviewing several advisers at the same time. They should! When they choose to work with



Logan Bradley

HWM, it stems from building that relationship and trust right away; they can see within the initial consultation that we are here to provide financial peace of mind.”

## Providing great customer service

With a job in the finance industry, Logan loves crunching numbers, but also enjoys the service aspect. “Even when I was in high school working service industry jobs, I always found providing excellent customer service rewarding,” he says. “There’s no feeling like exceeding our client’s expectations, not just meeting them.”

“I genuinely love the work I do, and although the accolades I hold are nice, seeing a smile from a satisfied client is always going to be my biggest accomplishment.”



# HAMSHER

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