

Ex-UBS Twin Pros Set Up Advisory

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Paul and Wesley Karger, twins and former co-managers of investment advisory **The Karger Group** at **UBS Financial Services**, have gone out on their own and launched registered investment advisory **Twin Focus Capital Partners**. The Boston-based multi-family office positions itself as a totally open-architecture firm that uses third-parties for all investments, said Paul Karger, managing partner.

The 10-man shop in its initial stages, which has brought on approximately 25 families, caters to high-net-worth individuals with more than \$10 million in investable assets. It is looking to capitalize on its ultra-customized, holistic model, said Karger, noting that it solely derives business from clients' fees as opposed to broker-dealers, custodians and money managers and out-sources all investments.

The RIA provides asset allocation and portfolio construction, investment management search and selection, consolidated performance measurement and risk monitoring, evaluation of alternative advisors and cash flow planning. It uses custodian platforms including those of UBS, Bear Stearns, Charles Schwab & Co., Fidelity Investments and Investors Bank & Trust.

The Kargers will continue to round out their research team with the addition of three professionals at the junior to senior-level with research and private asset management expertise over the next year.

The MFO caters to multi-generational and new wealth with an eye on entrepreneurs who held and sold businesses. It derives new business through client referrals and via word-of-mouth.

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