How has EIS achieved its track record of success?
Many factors contribute to EIS' performance, but among the most important is our practice of shopping for bonds every day. Great deals are rare finds, but they do come along, and by continuously monitoring the available offers, we are able to act quickly and seize opportunities on behalf of our clients.

Is EIS a safe investment?
The main risk facing investors who are primarily concerned with receiving income over the long term via corporate bonds is that a company may default on its debt due to bankruptcy. By this metric, EIS is a very safe strategy: we only select investment-grade bonds, and bankruptcies of investment grade corporations are exceedingly uncommon events (0.1% per year according to a 2018 study by S&P Global).

1. Standard & Poor's Global. "2018 Annual Global Corporate Default and Rating Transition Study." Table 4.

How predictable are EIS returns?
Since we know how much income every bond we invest in will generate over its lifetime, we can typically predict the cashflows for an EIS portfolio with a high degree of accuracy several years into the future. Predictability is one of the main advantages of investing with EIS.

Is EEWM a Fiduciary? What does that mean for me, the investor?
Yes, East End Wealth Management is a fiduciary. It means that we must always act in your best interest. We avoid conflicts of interest. We only buy and sell investments that we feel are appropriate for you and your portfolio.

How and when can I take out income from my portfolio?
Each client is different and has different income needs. The Enhanced Income Strategy allows clients the flexibility to withdraw funds on demand.

What is the minimum I can invest with EIS?
We suggest a starting investment of $300,000 to get the full effect and benefits of our strategy. However, clients can start with a minimum of $100,000.

What portion of my portfolio should be invested in bonds?
The answer is that it depends on the goals, age and needs of each individual client. Historically, as one ages and gets closer to retirement, having an increasing portion of your assets in fixed income made sense to reduce volatility in your portfolio and build up the steady flow of income one would need in retirement.