



Steven Medland, CFP®

## NEWS

### FOR IMMEDIATE RELEASE

Contact: Steven Medland, CFP®  
Partner/Principal, TABR Capital Management, LLC  
(714) 704-9180  
[smedland@tabr.net](mailto:smedland@tabr.net)

## **Bernard Madoff ‘Made Off’ With Investor Money – How Other Consumers Can Avoid a Similar Fate**

*Orange County-based financial advisor provides local residents with important questions they need to ask before putting trust in a financial advisor*

ORANGE, CA (March 24, 2009) – Bernard Madoff’s alleged Ponzi Scheme stands as an example of how the financial services industry has failed to protect the best interests of consumers. It highlights the increased need for consumers to proceed cautiously when working with an advisor and the importance of asking pointed questions before hiring a professional.

As the post-Madoff era begins and the federal government and industry regulators decide the best course of action to protect consumers, people need to ask the right questions of an existing or potential advisor.

Steven Medland, CFP® of TABR Capital Management, LLC and a member of the National Association of Personal Financial Advisors (NAPFA), the country’s leading association of Fee-Only financial advisors, encourages consumers to take the time to get to know an advisor and gauge his or her commitment to placing clients’ interests first.

Find out how the advisor and his or her firm are compensated. Fee-Only compensation has the fewest conflicts of interest, but there are other acceptable methods as long as full disclosure takes place up front. It’s important to know if an advisor will make additional money if you follow certain recommendations.

You should always know where your money and securities are actually held. Most reputable advisors will use an unaffiliated custodian for the safe keeping of your assets. This simple check and balance could have saved the Madoff investors millions by bringing the problem to the forefront earlier.

Legally, all clients are entitled to a copy of the firm's Form ADV Part II or brochure. It's a compliance document, that can be pretty dry, but it holds a lot of important information and ultimately shows that the firm is registered with the SEC or state.

"NAPFA and the Fee-Only advisor community are hopeful the new administration, the SEC and other regulatory bodies will enact thoughtful regulations to protect consumers," said Steven Medland, CFP®, Partner/Principal of TABR Capital Management, LLC.

Consumers can access a **Financial Advisor Checklist** and **Financial Advisor Diagnostic** on the NAPFA website by visiting [www.NAPFA.org](http://www.NAPFA.org) and clicking on the Tips and Tools button in the Consumer Information section. The Diagnostic tool includes an answer key to help consumers understand NAPFA's recommendations for the most appropriate answers to the questions.

#### **ABOUT TABR Capital Management, LLC**

TABR Capital Management, founded in 2004, is an independent, fee-only Registered Investment Advisory firm based in Orange, CA. The firm works with individuals, families and small businesses to develop appropriate financial strategies and manage their financial risk.

Co-founder Steve Medland holds an MBA in Finance from the Wharton School at the University of Pennsylvania, and a Bachelor of Science degree in Marine Engineering Systems from the United States Merchant Marine Academy at Kings Point, New York. Steve is a CERTIFIED FINANCIAL PLANNER™ professional.

Prior to joining TABR, Steve served as a submarine officer and nuclear engineer in the United States Navy. He subsequently served as Department Head of Navy Officer Programs from 1997 to 2000, and he currently holds the rank of lieutenant commander in the United States Naval Reserve.

After graduating from Wharton in 2002 and prior to co-founding TABR Capital Management, he was a Financial Associate at Prudential Securities/Wachovia Securities.

Steve has been quoted in several major publications, including BusinessWeek, Newsweek, and U.S. News & World Report. He is a member of the National Association of Personal Financial Advisors (NAPFA), the Financial Planning Association® (FPA®), and the Paladin Registry, an independent resource for fiduciary investment professionals. He and his wife, Kim, live with their daughter and son in Irvine, California.

For more information, contact Steven Medland, CFP® at TABR Capital Management, LLC. Phone: (714) 704-9180 or visit [www.tabr.net](http://www.tabr.net).

###