The INVESTMENT LETTER

Volume 88, No. 3 March 2017

Employee Spotlight: Scott Milligan

Each month, our firm prides itself on generating content that we hope is useful for our clients and readers. We try to structure this content around investments or finance related topics that our clients ask us about. Investments and finance are at the crux of what Investment Counsel does, and we almost always write about these topics.

Strong relationships, many of which have lasted years and/or generations, are also essential to what we do. Our goal is to treat our clients like family and get to know each client on a personal basis. We hope our clients feel the same towards us.

In this newsletter, we want to introduce our newest associate, Scott Milligan, in some detail for those who have not had the chance to meet Scott.

Q: Tell us about yourself. Where did you grow up?

A: I was born and raised in East Lansing, Michigan. Naturally, I am a die-hard Michigan State fan. I ended up going to Michigan State University for both undergraduate and law school. Coming out of high school, MSU was the only school I applied.

Q: So, you went to law school. Why did you decide to work in a finance-related field?

A: I always had an interest in finance. My dad got me involved in the stock market around middle school. Since then, I always kept up-to-date on the markets and learned about different investment theories as I grew older. Finance, especially investing, has always fascinated me.

I went to law school because I valued the education and knew it could benefit me in a number of different fields. The ability to problem solve, which we fine-tuned in law school, has allowed me to look at almost any situation with a 360 view. After law school, I knew I wanted to work directly with people and help individuals achieve long-term goals. Investment Counsel has offered me a great opportunity to put these skills to use. Certain topics in law are also directly useful in investment management (for example, Trusts & Estates).

Q: Interesting. What are your current duties at Investment Counsel?

A: My current duties involve new business development and portfolio management. After decades of success, Investment Counsel is at a great place to grow. We want to make sure, however, that new clients are a good fit with our investment philosophy. My role involves meeting new people, whether through current client introductions or new relationships in Chicago. I love, and look forward to, meeting and helping new people with investments.

I am also assisting with the management of portfolios. Chris has been an excellent mentor so far and is always great at explaining certain portfolio re-allocations. When applicable, I also research certain securities and macroeconomic trends to assist with decisions related to the portfolio.

Finally, in addition to learning techniques from Chris, I am currently studying for the CFP exam and attending the University of Chicago Booth School of Business to earn my MBA.

Q: How has your MBA studies helped you so far?

A: It is an amazing education and experience. The University of Chicago has a very interesting curriculum, especially in the field of finance and investments. There are many famous professors, such as Eugene Fama (many call him "the father of modern finance") and it is interesting being immersed in that type of environment.

It has also helped me directly on the job. I am currently taking "Investments," where we critically examine different investment strategies. This has allowed me to reaffirm many of my beliefs about investing and how to maximize the strengths of a portfolio.

Q: Just out of curiosity - what are some of those strengths?

A: Most strategies that have been successful over time focus on low-cost, tax-efficient securities with an emphasis on diversification. This is Investment Counsel's core strategy, which makes it easier to come to work each day! I firmly believe in this type of investment philosophy.

Q: How have you enjoyed living in Chicago versus Michigan?

A: Chicago is a great city. My parents recently moved to Montague, Michigan. The drive to their place is manageable – we are just across the lake. I mentioned earlier I attended Michigan State. There are lots of MSU (and other Big Ten alum) here, which is great. The city has great architecture, sports teams, and restaurants.

Q: What are some of your hobbies?

A: I love working out, playing basketball, watching "Netflix," and traveling (in no particular order). I also have a dog, who is named Tucker. I enjoy taking him on long walks and to new dog parks around the city.

Q: What kind of dog is Tucker?

A: Tucker is mostly a Labrador, chow mix.

Q: Favorite Movie?

A: I would say Good Will Hunting – classic.

Q: Favorite Book?

A: That is a tough one, but I would say "Catcher in the Rye."

Q: Ok, last question. What else do you want our readers to know about you?

A: I think we have covered a lot! I hope this has given readers some more of my background, but there is no substitute for a good conversation. I am always happy to answer questions or hop on a call with any of the readers. ■

Scott is a Portfolio Manager at Investment Counsel. He can be reached at 312-213-3133 or at smilligan@Invest-Counsel.com.

INVESTMENT COUNSEL NEWS

Inside the Office

We are beginning to receive feedback from the survey sent out last month. If you have any questions regarding the survey, please let us know. Your feedback is very important to us!