

## Marcelo Castro Alves and his Company Focus Investment Advisors are Featured in Article in 'Business in Focus' Magazine

ACCESSWIRE August 16, 2016

*The Article Discussed Alves' Extensive Experience with Private Investment Banks and the Way Focus Investment Advisors Strives to Offer their Clients Outstanding Service*

MIAMI, FL / ACCESSWIRE / August 16, 2016 / [Marcelo Castro Alves](#), founder of Focus Investment Advisors, is pleased to announce that he and his company were recently featured in an article in "Business in Focus" magazine.



To read the article in its entirety, please visit [http://www.businessinfocusmagazine.com/e\\_mag/BIFNAug2016/#?page=148](http://www.businessinfocusmagazine.com/e_mag/BIFNAug2016/#?page=148).

In the article, which is titled "Where Focus on the Client is Second-To-None," the writer discussed how and why Marcelo Castro Alves is devoted to running a business that is client-centric. As the article notes, Focus Investment Advisors is a results-oriented company that offers their clients personalized and flexible solutions and investment portfolios.

Alves and his team at the company, which specializes in serving Latin American and European clients with offshore wealth management solutions, work hard to gain the trust of their clients. As the article noted, this commitment has had positive and tangible results.

"In five short years, Focus Investment Advisors has grown from managing \$20 million in assets to over \$100 million," the article said, adding that as a result of this performance, the company was nominated as a Five Star Miami Wealth Manager in both 2012 and 2016.

As Alves explained in the article, Focus Investment Advisors does not sell products; instead it focuses on the advisory end of things. He and his team handle and selection of investments with their clients, as well as the portfolio management and asset allocations.

The company also offers guidance in terms of structure, Alves said. For example, if the client will have the account in his or her name, in a trust, an offshore company or a United States company.

"Working directly with your bank or with a broker-dealer, there is always a conflict of interest because they work for their respective employers," Marcelo Castro Alves said in the article.

"We don't get paid by the banks and the broker-dealers. We don't have salaries agreements with them. We work for the client, not the bank."

### **About Marcelo Castro Alves:**

Marcelo Castro Alves founded Focus Investment Advisors in 2011. Prior to that, Marcelo was an independent advisor for three years with another group in Miami. Before that Marcelo Castro Alves was at a Private Bank sector of major banks in Miami and since 1995 in Switzerland in the Global Private Client Division, primarily managing investment portfolios for high net worth individuals, Private foundations, and small to midsize corporations. For more information, please visit <http://www.focusinvest.net/>

Focus Investment Advisors  
40 SW 13th St., Suite 201  
Miami, FL 33130

### **Contact:**

Marcelo Castro Alves  
[mcastro@focusinvest.net](mailto:mcastro@focusinvest.net)  
305-961-1108

**SOURCE:** Marcelo Castro Alves