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## **Advisor Survey: Rate Increase Timing and Top Client Concerns**

*BTS Asset Management Webinar Survey*

**LEXINGTON, MA – April 8, 2015** – BTS Asset Management, a tactical fixed income investment firm, invited financial advisors participating in a [March 18 quarterly webinar](#) to respond to survey questions about market expectations and their clients' leading concerns.

- Most respondents expect the Federal Reserve will not raise interest rates until October 2015 or sometime in 2016.
- When asked “For the remainder of 2015, what are your clients’ biggest concerns?” the most popular selection was “*losing money on their equity allocations*” at nearly 40% of responses, followed closely by “*not earning enough income.*”

“The combination of uncertain equity markets and a potential for rising interest rates presents a challenge to advisors as they allocate clients’ investment portfolios,” said Isaac Braley, President of BTS Asset Management. “Many investors are fearful of market volatility. The challenge for advisors is to keep clients participating at the appropriate times to avoid missing significant opportunities.”

### **About BTS Asset Management**

Founded by [Vilis Pasts](#) in 1979, [BTS Asset Management](#) is one of the nation’s oldest third party money managers, providing potential quantitative risk management and portfolio

solutions for mutual fund and variable annuity clients looking for income and/or total returns. BTS has multi-year track records in tactical fixed income and equity management dating as far back as 34 years, providing advisors and clients alike with the experience and service of an established money manager.

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