



Kevin Birzer, CEO

## Steady wins® Investing

Tortoise-like moves target long-term success.

**A**ccording to Tortoise Capital Advisors' CEO Kevin Birzer, slow and steady wins the race over haste and shortsightedness. Although this is true, it's only part of the story.

"We invest in assets we believe are low-risk, long-lived, and stable. Stock prices may not be stable, but cash-flow tends to be very stable," he says. "It's slow, it's boring, it's stodgy, but that security frees us to be highly innovative. As an example, we came up with the first closed-end fund for Master Limited Partnerships."

Birzer notes that there are dozens of these funds now in place, but the Tortoise team blazed the trail for others to follow. Founded in 2002, a majority of the firm's assets are in Master Limited Partnerships, and the firm is still leading the way in this niche, although the investment focus has expanded across the energy value chain and beyond.

*"We named our firm Tortoise because it describes how we invest. We are persistent. We are dependable. We are resilient."*

### Great Minds

In a space of three months, Tortoise was featured in leading news sources such as the Wall Street Journal, New York Times, Reuters, CNBC, Bloomberg TV, and Barron's. Birzer explains that this is because the firm has a commitment to educating investors. In addition to hosting weekly podcasts and writing regular "think pieces" for clients, Tortoise believes it's essential for investors to understand the firm's primary practice areas: energy assets and income assets.

"We don't get too hung up on falling oil and natural gas prices," he says. "If you can adopt a long-term view, it's easy to see we're likely going to be flying planes and driving cars next year. It's important to look through cycles to understand that a long-term investor can benefit from the dips, which can create a great entry point for getting into assets and boosting the long-term financial horizon."

Birzer credits his staff for helping new and prospective clients leverage those opportunities.

### Stable Company Culture

Whether working with endowments, foundations, pension funds, or individuals, Tortoise is mindful of the importance of meeting clients' needs. Maintaining a consistent roster of employees to dependably provide that essential service is a top priority for the firm's leadership. And that precedent is set at the top, with 33 employees under the Tortoise Investments family owning approximately 30 percent of Tortoise Investments.

"We stress cultural organizational health," Birzer says. "Our first goal is to serve our clients with great performance and great service, which is provided by our employees. When they're happy, they're fully engaged and committed."

Recognized by Pension & Investments as well as the Kansas City Business Journal as one of the best places to work for 2015, Tortoise Capital Advisors is living up to its commitment to clients to support their interests with the best staff possible.



Through its family of companies, including Tortoise Capital Advisors, Tortoise Index Solutions, and Tortoise Credit Strategies, Tortoise Investments provides investors with access to differentiated active and passive investment solutions and market insights. Tortoise's business is rooted in more than a decade of leadership and expertise in both income and equity investing in energy and essential assets. Over time, Tortoise has enhanced and expanded its innovative product offerings while staying true to its quality approach and focus.

**Tortoise Investments** is located at 11550 Ash Street, Suite 300, in Leawood, KS. For more information, call **913-981-1020** or visit [tortoiseadvisors.com](http://tortoiseadvisors.com).