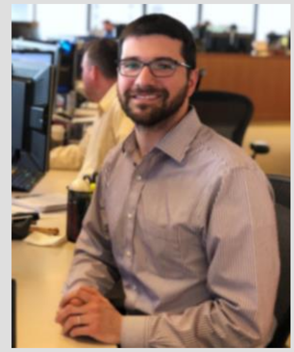
IR+M

INCOME RESEARCH + MANAGEMENT

# TWO MINUTES WITH... JEREMY HOLTZ, CFA

TRADER



### *Why did you choose IR+M?*

When I think back to my first impression of IR+M, it was when viewing a picture of the entire firm on the website. To me, that picture conveyed inclusivity and camaraderie – two attributes that were important to me. I believed that if I worked diligently at a smaller firm like IR+M, I could make a meaningful impact. After nine years at IR+M, I can confirm that my initial thought about our core values was spot on. These tenets remain ever-present today.

+ INDEPENDENT FIRM
+ VALUE ORIENTED APPROACH
+ CLIENT FOCUS
+ COLLABORATIVE CULTURE


### *Describe your career path. How has it evolved at IR+M?*

Prior to joining IR+M, I worked as a Senior Pricing Analyst at a larger firm. Even then, my goal was to be a part of the investment team; I've always been intrigued by the markets' complexity and mercurial nature. To get there, I knew that I'd have to work exceptionally hard, so I simultaneously pursued my MBA and CFA. Initially, IR+M hired me as an Operations Analyst. I've since migrated from a Risk Analyst, where I learned portfolio construction and management skills, to a Municipal Trader. My evolution continues, as I'm now taking on more responsibility within Portfolio Strategy.

### *What do you love most about your job? What do you find most challenging?*

I love many aspects of my job and IR+M. I love that, as a Trader, I'm pushed intellectually every day. The markets have a way of humbling you; there's always a new development or strategy to process. I especially love IR+M's culture, and that my colleagues are also my friends. As for what's challenging – it can be difficult to digest the constant flow of information that surrounds me. I continually try to separate the material from the immaterial, and parse information to uncover opportunities.

## Get to know Jeremy

### *What inspires you?*

I think that time, age, and circumstances have affected and altered what inspires me. My greatest inspiration is my two young boys, who I want to help become the best people possible. Aside from my family, my other great passion is music. I enjoy a variety of bands and artists, and love to expand the boundaries of my musical taste. Finally, I'm inspired by underdogs – those who fight for everything they have and, in the end, prevail.

### *What else are you involved with at IR+M?*

At IR+M, we have countless opportunities to forge bonds and share experiences with our colleagues. I'm involved with our Networking Circles program, which is a firm-wide initiative sponsored by our Workforce Integration and Retention Forum. Networking Circles are comprised of 5 to 7 IR+Mers who work in all parts of the firm – Finance, Technology, and Client Service, etc. The Circles unite us, and provide us with an avenue to discuss TED talks, mindfulness, or what makes a great leader. We also venture out and do teambuilding activities, like curling and Escape the Room!

### *How do you collaborate in your team and across teams?*

Our trading desk is well-integrated, which fosters collaboration across the sectors. We sit within a few feet of each other, and freely share market observations. I thrive in this environment because I want to learn something new every day. I've discovered that a working knowledge of corporate bond trading informs my work as a Taxable Municipal Bond Trader; it helps with cross-sector relative value decisions. We're able to compare a taxable muni side-by-side with a corporate bond, which allows us to assess if one is rich or cheap compared to the other. We may not always agree on every trade, and that's okay – there are innumerable opinions in the market. When we share ideas, listen to opposing viewpoints, and learn from each other, the team's synergies shine the brightest.