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McNair & Company, Inc.

*“Work together ...
Succeed together.”*

In tennis, Fred McNair IV's greatest success came from doubles competition. He and Fred McNair III were National Father and Son Doubles Champions six times, and in 1976, McNair IV and partner Sherwood Stewart were ranked No. 1 in the world in ATP doubles competition. That same year, they won the French Open and Grand Prix Masters titles.

Today, McNair is still playing doubles. But instead of serving tennis balls, McNair is serving up financial planning strategies and top-quality insurance and investment advice as president and chief executive officer of McNair & Company. Leading the company founded by his grandfather in 1931, McNair IV said he thinks of his clients as doubles partners, in the quest to manage their assets, plan their business succession and estates and develop sound retirement strategies.

“We coach our clients on how to compete successfully in their financial match,” McNair said. “They can expect to compete at a high level when they are prepared to play and are committed to execute a winning strategy.”

Frederick V. McNair Jr. originally founded the business as an estate taxation practice. McNair III joined the firm after World War II and added executive benefit design to the company's services during his tenure as president. McNair IV, who entered the business in 1985, expanded the business further with employee benefit consulting. McNair IV said most of his clients today are executives of public companies or executive owners of closely-held companies. “What we've become today is really an extension of estate planning,” he said.

Though McNair & Company has changed a bit since 1931, it still embraces the same three core values: partnership, advocacy and objectivity. McNair said the company partners with other specialists and financial institutions to meet its clients' needs. “We recognize that we don't have all the answers or resources in-house, and we rely on our partners” to complement McNair & Company's services.

McNair believes that advocacy is vitally important because clients trust him to recommend the wealth and asset preservation strategies that are in their best interests. Objectivity comes from being an independent firm with no proprietary ties to insurance companies or other financial advisory firms whose interests may differ from the clients. This gives McNair & Company the latitude to recommend the best strategy and financial products available in the marketplace.

McNair describes his firm as “family and business wealth advisers.” McNair & Company uses a planning process (called MAPP - McNair Asset Planning Partnership) to evaluate and assess, in stages, the financial interests of each client. “Because no clients' situations are the same, it is imperative to differentiate emotional from financial goals,” McNair said. “The client defines which path is most important to them and we implement a strategy congruent with those goals. We pay close attention to what clients and their advisors say and follow their directions carefully.”

Another principle that has not changed in 70 years is the McNair family's emphasis on trust. This is embodied in the company's logo of a firm handshake. “In the old days, a handshake was your contract,” McNair said. “Our clients trust us with their money and their dreams, and we take very seriously the opportunity and commitment to partner with them. Without that trust, we would not have survived for 70 years.”

McNair & Company has four full-time employees and four strategic partners. Among the full-timers is McNair III, who still actively serves the company as chairman and patriarch.

Another tradition that has continued for four generations in the McNair family is tennis. As the only third-generation to compete in tennis' U.S. Open, McNair also competes in National Senior events as well as doubles tournaments with his son, Freddy V. He was the nation's top-ranked 45-and-over singles player and was recently inducted into the NCAA Intercollegiate Tennis Hall of Fame. McNair also serves as President of the Mid-Atlantic Tennis Foundation and is a member of the U.S. Olympic Tennis Committee for the United States Tennis Association. As a member of the American Society of Financial Service Professionals, McNair currently chairs the judging committee for the National Capital Business Ethics Award in Washington.

McNair is confident of the business' future. After all, it was founded during the Great Depression and has survived World War II, recessions, an energy crisis and double-digit inflation.

“There will always be a need, in any economic cycle, for wealth management counseling,” McNair said. “With our commitment to quality, client advocacy, objectivity and integrity, we hope to continue to serve our clients for another 70 years.”

*Pictured:
Fred McNair, IV
Seated:
Fred McNair, III*

*Photograph by
Kevin Kennedy*

