

## **Tocqueville Asset Management Welcomes Heather Guardado, Jose Guardado and Diana L. Salter**

November 1, 2019

NEW YORK--(BUSINESS WIRE) Tocqueville Asset Management today announced that Heather Guardado, Jose Guardado, and Diana L. Salter, formerly of Northstar Capital Management, have joined Tocqueville as portfolio managers, effective immediately. They will bring approximately \$200 million in client assets to Tocqueville.

“We are delighted that Jose, Heather and Diana have joined Tocqueville,” said Paul Kleinschmidt, a member of Tocqueville’s management committee. “Their impressive professional backgrounds, stellar reputations, dedication to clients, entrepreneurial acumen and sober approach to investing align superbly with Tocqueville’s philosophy and approach to building enduring client relationships and strong investment practices.”

Jose Guardado focuses on investment strategy, security selection and portfolio allocation. Prior to joining Northstar Capital Management, Jose was a Director in the Financial Institutions Group at Fitch Ratings. He also served as a Financial Economic Associate at the Federal Reserve Bank of New York. Jose started his career in Paris and in New York at AXA Private Equity. Jose holds a B.A. in Political Economy from the University of California at Berkeley, an M.B.A. in Finance from the California State University and a Master of Public Administration (M.P.A.) in Finance and Economic Policy from Columbia University.

Heather Guardado focuses on portfolio management and client relationships, working with families in planning their financial futures. Previously, Heather served as a Senior Advisor and Director of Economic Development for the Governor’s Office of Storm Recovery following Hurricane Sandy. She also served at the NYC Department of Consumer Affairs (DCA). At American International Group (AIG) she worked with business divisions in over 30 countries, and at Shepardson, Stern and Kaminsky (SS+K) she was a consultant in public affairs. Heather received a B.A. in History from Columbia College and a Master of Public Administration (M.P.A.) in International Economics from Columbia University.

Diana L. Salter, a founding partner of Northstar Capital Management, focuses on equity and fixed income investments including municipal and US taxable securities. Before founding Northstar Capital Management, Diana was a Managing Director and the Chief Operating Officer at Griffin Asset Management. Previously, she was a Vice President in the Personal Asset Management division at JPMorgan Chase. Prior to joining Chase, Diana was a Senior Portfolio Manager with The Bank of New York. Diana received her education from the University of California in Business Administration.

### **About Tocqueville Asset Management**

Tocqueville Asset Management L.P. has been managing institutional and private client accounts since its founding in 1985 with a focus on growing and preserving clients' long-term capital. Tocqueville's experienced investment professionals manage accounts utilizing independent thinking and rigorous research.