We are investors, not market timers

We are designed to work with high net-worth individuals and families who value relationship, expect performance, and appreciate fundamental investment.

As an investment firm, we are a rare find. Locally based, independently owned, and with decades of experience, we are direct investors of client assets.

GWM

FOUNDED

1988

Founded in 1988 by Edward M. Glass, Glass Wealth Management Co. provides investment services primarily for high-net-worth individuals, families, and related accounts. We are investors, not market timers. We design investment portfolios to endure throughout complete business cycles, through market peaks and troughs. Core to our investment approach is the belief that an investor must "know what you own and why you own it." Hence, it is with deference to that mantra that a client portfolio seldom will hold any financial product. Our unwavering client focus, our size, and our location equip us to avoid the noise that often surrounds investment decisions and the financial industry.

Relationships are paramount to our business. We believe that people hold dearly to three things, not necessarily in the following order: their family, their faith, and their finances. We accordingly understand the weight bestowed upon us when our clients trust us with the management of their investments. The safeguarding of client assets is the primary focus of our firm. With some 30-years in operation, we maintain several generational client relationships.

Our roots are deep in South Texas and it is from those roots that our commitment to relationship, service, and performance stems.

Our Services

Portfolio Management

Investment Advisory

Family Office Services

Our Team

We are investors, not market timers. Our team has been growing with and serving the families of San Antonio for decades. We take pride in the team that we have and the relationships we make with our clients.

Learn More

What makes Glass Wealth Management different?

Glass Wealth Management Co. is built to work with high-net-worth individuals and families who value relationship, expect performance, and appreciate fundamental investment. This foundation is a direct reflection of the people it employs: six professionals with decades of experience dedicated to client success.

We value relationship

We understand the weight of the task entrusted to us when a client invites us to manage family investments. We seek to honor that decision through strong investment performance and superior client service, often for multiple generations.

We are investors

We build diversified investment portfolios to endure throughout market cycles. We do not speculate, nor do we time the market. We are long-term investors who buy quality assets at reasonable prices.

We pursue clarity and accountability

We are a straight-forward, family-focused investment firm with one owner. We rely on direct investments to generate returns rather than third-party managers or complicated financial products. Our size and structure eliminate organizational imperatives that can conflict with client outcomes.

We provide stability and focus

We rely on independent custodians, approved by the client, to safeguard investment portfolios—with only account trading authority, our firm does not take possession of client assets and cannot transfer assets without express client approval. Further, we focus solely on investment and have no other products or services to cross-sell.

GWM™

GLASS WEALTH MANAGEMENT

Portfolio Management
Investment Advisory
Family Office Services

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