

Questions for Potential Financial Advisors

1. Core Philosophy for Investing
 - Active or Passive Funds
 - Stocks, Open Ended Funds, ETFs, Commodities, Bonds, etc.
 - Do you recommend load funds (front or back) and are you benefiting from 12b-1 fees on funds you recommend?
 - Do you preferentially bias insurance or annuities as recommendations for your clients (another way to ask is what percentage of your clients are invested in insurance or annuity products)?
 - Are the insurance or annuity products proprietary?
2. Do you preferentially recommend proprietary funds for your client investments?
3. How often do you meet with clients?
 - Monthly, Quarterly, or Annually?
 - Are you available for after hour or non-traditional appointments?
4. How are you compensated?
 - fee only
 - commissions
 - loads
5. What is your firm structure?
 - Broker Dealer?
 - Registered Investment Advisor Firm?
6. Do you foresee capping your practice size and if so, at what point will you closer your business to new clients?
7. How much time do you spend with your clients for meetings and education?
8. Do you prefer discretionary management over non-discretionary partnerships?
(This is another approach to determining how eager the firm is to educate and spend time with you as a client)
9. What does the Fiduciary Standard mean to you?
10. Are you willing to partner with my CPA/Attorney in the financial planning process?