



WEALTH MANAGEMENT



Can Your Advisor Answer These Questions?

Can Your Current Advisor or Broker Answer These Questions to YOUR Satisfaction?

To help you select the best investment professional for your circumstances, the SEC released a list of questions that they recommend clients ask before engaging an adviser:



- What experience do you have, especially with people in my circumstances?
- Where did you go to school? What is your recent employment history?
- What licenses do you hold? Are you registered with the SEC, a State, or the Financial Industry Regulatory Authority (FINRA)?
- What products and services do you offer?
- Can you only recommend a limited number of products or services to me? If so, why?
- How are you paid for your services? What is your usual hourly rate, flat fee, or commission?
- Have you ever been disciplined by any government regulator for unethical or improper conduct or been sued by a client who was not happy with the work you did?
- For registered investment advisers, will you send me a copy of both parts of your Form ADV?

Additional questions you should ask include:

- Do you clearly disclose all fees, including the management fee and any additional investment-related fees – supplemental compensations, gifts, revenues, and commission fees?
- Can you disclose conflicts of interests (every firm has them, so don't take 'none' as answer)?
- Do you have a succession plan in place?
- Do you have a team of experts to help me accomplish my goals (as to avoid a 'one man shop')?

If the professional that you are considering cannot answer or do any of the above, **walk away.**