MONEY 101 – INVESTMENTS
12.32 QUESTIONS TO ASK YOUR FINANCIAL ADVISOR

1st INTERVIEW

<u>1. CERTIFICATIONS</u> - What are your certifications? How long ago did you get them? Are you a "Fiduciary" registered with the SEC or registered with FINRA?

<u>2. PROFESSIONAL BACKGROUND</u> - How long have you worked as a financial advisor? Are you associated with a Brokerage House, or are you Independent? How long have you been with the current firm? Before working at this firm, tell me about your professional background. If you are an Independent financial advisor (IFA), which Financial Custodian do you use?

<u>3. TEAM -</u> Do you work as part of a team? If yes, who are the other team members, and what are their specialties? When would I be in touch with them?

<u>4. COMPENSATION -</u> How are you compensated for your services? Do you offer alternatives? Could I pay you for a one-time consultation to get your view on my current holdings or to make suggestions?

<u>5. DIVERSIFICATION</u> – For a person in my age bracket who is saving for (retirement or giving the date when you need the money), what asset/bond ratio do you recommend?

<u>6. PHILOSOPHY –</u> What is your philosophy on investing? i.e., do you pick individual stocks based on your research, or do you prefer mutual funds? Do you believe in Active Trading based on trends /research or a buy-and-hold strategy?

<u>7. OTHER CLIENTS</u> – how many clients are you <u>directly</u> working with right now whereby you are the primary contact? (if it is above 200, you are not going to get a lot of attention)

<u>8. MY RESPONSIBILITY</u> – what information do you want from me to move forward?

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<u>2ND INTERVIEW</u>

9. FUNDS – How many funds do you recommend for my portfolio? Which funds do you suggest? And what is your reason for choosing those funds? Can you give me the list of the funds, with their symbol, type of fund (Stock or Bond), 5, 10, and 15-year performance record, AND the expense ratio for the funds? For equity funds, I would also like to know their domicile (US or international), capitalization (small, mid, large, giant), and outlook (growth, blend, or value). What percentage of my money would you suggest I invest in each fund?

10. REBALANCING – How do you handle rebalancing? How often will you review my portfolio to rebalance it? How frequently should we check in together?