

## Questions to Ask an Advisor

Choosing the right advisor requires some homework. You must be comfortable discussing the details of your finances, goals, lifestyles, and financial status. The person you choose should be trustworthy, resourceful, knowledgeable, and creative in mapping out the right strategies of your financial future.

The following questions can help indicate how well an advisor will be able to serve your needs.

- ◆ How long have you been providing advisory and planning services?
- ◆ In what area(s) of financial planning do you specialize, if any?
- ◆ What continuing education courses have you taken, or are you taking?
- ◆ Do you have any advance degrees, certificates or advisory and planning credentials?
- ◆ How often have you performed similar services in the past?
- ◆ How are you compensated for your services?
- ◆ What type of advisory and planning service(s) do you think I need based on my concerns and goals?
- ◆ Can you provide the names of clients or colleagues I may contact?
- ◆ On average, how long have your clients utilized your services?
- ◆ How do you intend to help me implement my investment/financial plan?