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How to get the most value out of your advisor relationship

Here are some practical tips to consider as you begin your new relationship with me as your financial advisor.

Practical questions to ask

- What services do you provide?
- What can I expect from you?
- How often will we meet?
- When will you contact me?
- How are you compensated?
- How often do we review my portfolio and its performance?
- How often do we review the progress toward achieving my goals?

When to contact me

You'd be surprised how often clients experience a financial, personal, or life change and don't think to contact their financial advisors. It's a good idea to get in touch with me especially under the following circumstances:

Personal or life changes, such as:

- Marriage.
- Divorce.
- Retirement decisions and planning
- Tax-advantaged retirement strategies

Financial changes

- Inheritance.
- Significant debt repayment that may free up cash.
- Work-related bonus or stock options.
- Buying or selling a primary residence, vacation or rental property.

Business issues:

- Planning for the future sale of your business
- Business owner retirement: When your 401(k) isn't enough.
- Executive bonus plans: Keeping your key people
- Protecting against the loss of a key employee

Estate planning issues

- Asset transfer
- Generational planning
- Estate taxes
- Charitable giving
- Business succession

Be a well-prepared client

The financial advisor-client relationship can be similar to the doctor-patient relationship. Success in both is based on mutual respect, honesty, and trust.

Before we meet, you will find it helpful to prepare any questions you have in advance. Use our Priority Review tool at indfin.com/GettingStarted.

There is no charge for our first 'get acquainted' meeting. Use this meeting to take notes and ask questions.

Remember, my job is to look out for your best interests and help you achieve your financial goals. Establishing a mutually open, honest relationship is an important step in realizing those goals.

Disclosures

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By appointment only.