

403(b)WISE ADVISOR QUESTIONNAIRE

If you are in the market for a planner, do yourself a favor and hire a fiduciary based, fee-only Certified Financial Planning™ Practitioner. The CFP® designation is the most recognized designation in America, and by hiring a fee-only fiduciary based advisor you will have peace of mind knowing your advisor is not pushing products due to financial incentive, but working in your best interest.

It is strongly recommended that you interview at least three planners.

The following questions should help you in the process.

1. What is your educational background?
2. What is your CRD (Central Registration Depository) number?
3. What financial credentials do you hold?
4. What is your financial planning education?
5. How did you become a financial advisor?
6. How long have you been offering financial services?
7. What state and/or national oversight agencies are you registered with?
8. How many hours of continuing education do you take each year?
9. How many clients do you currently serve?
10. Will I work directly with you?
11. How do you educate your clients about the investment process and their specific portfolio?
12. Explain how you will diversify my portfolio.
13. What is your investment philosophy?
14. Please detail all fees or commission involved, including all costs of mutual funds or variable annuity sub accounts.
15. How will my plan be implemented?
16. How often will we meet?
17. Please include any fees related to closing an account (i.e. surrender or back-end charges.)
18. Please provide me with a written agreement that details services that will be provided.
19. Please provide in writing your pledge to act as fiduciary on my behalf.
20. How are you compensated?

THE FIDUCIARY PLEDGE

I, the undersigned, pledge to exercise my best efforts to always act in good faith and in the best interests of my client, _____, and will act as a fiduciary. I will provide written disclosure, in advance, of any conflicts of interest, which could reasonably compromise the impartiality of my advice. Moreover, in advance, I will disclose any and all fees I will receive as a result of this transaction and I will disclose any and all fees I pay to others for referring this client transaction to me. This pledge covers all services provided.

SIGNATURE _____

PRINTED NAME _____

DATE _____

Developed by Craig Evans Carnick, a certified financial planner in Colorado Springs, with slight modifications by Tara Siegel Bernard of the New York Times.