

# Invest News ~ Special Report

15 things you should know before investing

Will your Financial Planner die before your investment matures?

You get what you pay for; and nothing more



Jeremy Britton DipFA SA(Fin)  
Authorised Representative, FPSA Pty Ltd  
Phone 0410 INVEST  
Email [jjbritton@gmail.com](mailto:jjbritton@gmail.com)  
Mobile 0410 468378

## 15 Questions To Ask Your Financial Planner

1. What are your Qualifications?  
(ensure that these are relevant- you wouldn't let a qualified plumber work on your car or have a gynecologist teach you how to surf, would you?)
2. What is your experience?  
(it's possible that the ink only just dried on that diploma. Look for someone who has a few years of experience, preferably with experience in good & bad markets.)
3. Are you a member of any financial organizations?  
(look for membership of FPA, CPA, CFP or similar professional organizations. This is a little like the Financial "union" and will give you some security if a problem occurs.)
4. Are you a member of any non-financial organizations?  
(they may be a member of a particular church, political organization, volunteer for charity or have other affiliations. Do not be prejudiced, but do be aware.)
5. What is your average client like?  
(if most clients are old & conservative, or the average client is young & aggressive, the planner may have a style bias. Ensure that their style is compatible with yours)
6. What are the qualities you look for in a new client?  
(do they need to be rich, patient, passive, active, obedient, crazy? Ensure that you will fit in with the planner, as much as they will fit in with you.)
7. Are your fees & charges set or negotiable?  
(would you prefer to pay an hourly rate regardless of portfolio performance, or pay a fee that is linked to portfolio returns? Would you pay less and agree to less service?)
8. Do you have any special knowledge or unique skills that differentiate your service from your competitors?  
(some planners may work with direct shares as well as managed funds, understand international taxation, offer 100% tax effective investments, have an affiliated professional network or other skills or knowledge etc.)
9. Is there anything which you cannot do or will not do?  
(most planners will not provide taxation advice, some will not advise on direct shares, some do not advise on insurance. Check their limits & aim to fill in any gaps.)
10. Is my investment guaranteed? Can you show me some guaranteed funds?  
(an honesty question- no investment is 100% guaranteed.)

- 11 Can I get my money back if I change my mind?  
(sometimes you can, but not always. Market fluctuations may mean you only get back some of your funds.)
- 12 What other questions do potential clients ask you?  
(you want to see what other people are concerned about when it comes to investing their money.)
- 13 How long will you be my financial planner?  
(some planners- especially if over 50- may be looking at retiring or selling the business. You want someone whose timeframe matches your own.)
- 14 What happens to me if something happens to you?  
(does the planner have a succession plan for their clients? Is the planner over-weight, unfit and likely to have a heart attack soon? If the planner is over fifty years old and/or his waist is over fifty inches around, who will look after your money when he goes?)
- 15 What ongoing service will I receive?  
(monthly newsletters, communication or updates, quarterly statements, annual reviews?)

To find a planner near you, contact I.M.P. on the below numbers.

**Disclaimer**

The information contained herein is of a general nature only, does not take into account your particular objectives, financial situation or needs. Accordingly the information should not be used, relied upon or treated as a substitute for specific financial advice. Whilst all care has been taken in the preparation of this material, no warranty is given in respect of the information provided and accordingly neither Investment Management Professionals nor its employees or agents shall be liable on any ground whatsoever with respect to decisions or actions taken as a result of you acting upon such information. Jeremy Britton is an Authorised Representative (#298825) of FPSA, ACN 115 359 316, AFSL 225982.



Mobile & International: +61(0)410 INVEST  
Australia Toll-free: 1300 7 MANAGE