

# 15 QUESTIONS EVERY PHYSICIAN MUST ASK A FINANCIAL ADVISOR DURING THE HIRING PROCESS

HIRE YOUR DREAM FINANCIAL ADVISOR WITHOUT WASTING YOUR TIME OR MAKING MISTAKES, ESPECIALLY AS A BUSY PHYSICIAN IN YOUR FIRST 10 YEARS OF PRACTICE.

*The moment the letters Dr. are before your name and MD or DO are behind your name, your “deep pockets” immediately put a target on your back.*

*Everybody has a friend, cousin, or in-law who tried out “finance” for a bit.. How? The barrier of entry into financial sales is extremely low in comparison to becoming a physician. It took you 10+ years to get to where you are right now. Most salespeople, especially in the financial world, only require a high school diploma and passing one or two of a variety of exams that typically only require a maximum of a year of study and work (some only a month).*



**IM Wealth**

Meaningful Journeys

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**Know and understand the requirements to become a financial advisor, do your due diligence.**



## **When interviewing professionals and building your A-Team ask the following questions:**

1. Are you a fiduciary?
2. How are you paid?
3. Do you or any members of your team have their CFP® designation?
4. What investment registrations do you hold?
5. What kind of clients do you normally work with? What do you know about me as a physician, my lifestyle, my money, my time, my worries, my concerns?
6. Do you have any conflicts of interest in working with me?
7. How many times and how often will we meet?
8. Will you collaborate with my other advisors, like CPAs or attorneys?
9. Do you have any account minimums?
10. How many clients do you have and do you feel you have time to service all of them?
11. Will you proactively reach out to me during up and down markets?
12. What is your personal investment philosophy vs. your business investment philosophy?
13. How accessible will you be? Do you have “on-demand coaching” for handling money decisions I have that come up? (home buying, buying a car, student loan strategies, reviewing employment contracts, etc.)
14. What kind of support will you provide me? (email, phone, zoom, “do it yourself,” “done with me” or “done for me?”)
15. Who is your broker/dealer, RIA, or CRIA? Do you have any required sales quotas that you have to meet? Are those sales quotas for a specific product that may not be in my best interest?

**DON'T FORGET TO LISTEN TO WHAT YOUR GUT IS TELLING YOU AS YOU LISTEN TO THEIR RESPONSE AND READ THEIR BODY LANGUAGE.**