

INVESTING

What Can a Financial Advisor Do For You?

Many people feel a little lost when they think about investing. Others enjoy the challenge and get a sense of satisfaction when they choose their investments. No matter where you are on that spectrum, you may benefit from working with an investment advisor.

How can a financial advisor help you?

Remember, you don't know what you don't know. Among others, a financial advisor can provide insight in these key areas:



Income and Saving. Changing circumstances—like marriage, a baby, or a newly empty nest—may require a different financial approach.



Higher Education. College is expensive. An advisor can help you understand your options in paying for it.



Estate Planning. An advisor can help you prepare, minimizing taxes and maximizing what you leave behind for your loved ones.

Make sure you and the advisor you choose work well together. Ask about the approach the advisor takes to helping you meet your goals. How often does he or she expect to meet with you? Are there others on the team who can help you if your advisor is unavailable? These are among the questions to ask as you make your selection.



Be sure you understand the advisor's fees. Some charge a percentage of the assets they manage for you. Others are paid through commissions on investment products they sell. And some advisors charge hourly, flat rate, or on a retainer basis for their services. The Securities and Exchange Commission recommends that investors get a full explanation of the advisor's payment arrangements before entering into an agreement. You can learn about the background and experience of the advisor, broker, or firm you're considering at <https://brokercheck.finra.org/>, a free tool from FINRA, a securities regulator authorized by Congress.