



48 THINGS A FINANCIAL ADVISOR CAN DO FOR YOU

FINANCIAL PLANNING

1. Guide you to think about areas of your financial life you may not have considered.
2. Formalize your goals and put them in writing.
3. Help you prioritize your financial opportunities.
4. Help you determine realistic goals.
5. Study possible alternatives that could match your goals.
6. Prepare a financial plan and/or an investment policy statement for you.
7. Help you analyze the alternative ways to claim Social Security.
8. Review and recommend life insurance policies to protect your family.
9. Assist you in setting up a company retirement plan.
10. Assist in preparing an estate plan for you.
11. Review your children's custodial accounts and 529 plans.
12. Help you determine your IRA Required Minimum Distribution.
13. Provide reminders about key financial planning data.
14. Check in before year end to identify any last minute financial planning needs.
15. Guide you toward ways to fund health care in retirement.

INVESTMENTS

16. Prepare an asset allocation to match your level of risk tolerance.
17. Stay up to date on changes in the investment world.
18. Monitor your investments.
19. Review your investments in your company 401 (k) or 403(b) plans.
20. Review your existing IRAs.
21. Convert your investments to lifetime income.
22. Suggest alternatives to potentially increase your income during retirement.
23. Record and research your cost basis.
24. Provide you with unbiased investment research.
25. Provide you with personal investment analysis.

26. Help determine the risk level of your existing portfolio.
27. Help you consolidate and simplify your investments.
28. Provide technical, fundamental, and quantitative investment analysis.
29. Provide introductions to money managers.
30. Show you how to access your statements and other information online.

TAXES

31. Suggest alternatives to lower your taxes during retirement.
32. Review your tax returns with an eye toward possible savings in the future.
33. Stay up to date on tax law changes.
34. Help you reduce your taxes.
35. Reposition investments to take full advantage of tax law provisions.
36. Work with your tax and legal advisors to help you work toward your financial goals.

PERSON-TO-PERSON

37. Monitor changes in your life and family situation.
38. Proactively keep in touch with you.
39. Serve as a human glossary of financial terms such as beta, P/E ratio, and Sharpe ratio.
40. Provide referrals to other professionals, such as accountants and attorneys.
41. Share the experience of hundreds of his clients who have faced circumstances similar to yours.
42. Help with the continuity of your family's financial plan through generations.
43. Facilitate the transfer of investments from individual names to trust, or from an owner through to beneficiaries.
44. Keep you on track.
45. Help identify your savings shortfalls.
46. Develop and monitor a strategy for debt reduction.
47. Provide a wise sounding board for ideas you are considering.
48. Be honest with you.