Learn to Invest

Finding a Financial Planner

Canadian Association of Financial Planners www.advocis.ca
The Financial Planners Standards Council www.fpsc.ca

Questions you may want to ask include:

Training & experience:

- What training have you had? Qualifications?
- How long have you been a Financial Planner?
- What ongoing training and education have you received?
- Do you have a particular area of expertise?

Compensation:

- How are you paid? Fees, commissions, bonuses, etc., or a combination?
- Will you disclose to me the income you will receive, both direct and indirect, from your recommendations?

Services & products:

- What products and services do you offer?
- Examples: investments, insurance, mutual funds, tax, and estate planning.
- How will you help me develop my financial plan?
- How often will you review my situation? How often will I receive account updates?
- Can I see an example of an action plan?
- What is my role in achieving the goals set out in my action plan?
- What do you need to know about my background/lifestyle?
- Do you have agreements with other professionals (lawyers, accountants, insurance specialists) to complement your services?
- What information/research will you provide to me when making investment recommendations?
- If I have a question you can't answer, who will answer it?
- Do you carry liability insurance?

Affiliations:

- Do you deal with one company or will you provide advice concerning any company's product?
- Will anyone else be reviewing my files?

Track record:

- On average, what is the rate of return on your clients' investments?
- If I were to speak with your clients, what would they tell me about you? Can you provide me with references from your other clients?