

10 Tips:

How to Work With a Wealth Advisor

When you're in the early stages of accumulating wealth, consider these 10 tips for choosing a wealth advisor and deciding which topics to cover when you meet up.

- 1. Is your advisor a match?** Does your advisor talk over your head or explain complex topics in a way that makes sense? Do you like to collaborate or handoff everything? Do you want an advisor who is local for in-person meetings, once that's possible, or are you OK with meeting over the phone or video? Do you want an advisor who specializes in working with a specific profession, such as medical professionals? Make sure the advisor is a match for who you are and how you communicate.
- 2. Is your advisor an RIA?** If you haven't already, consider hiring a registered investment advisor (RIA). As an RIA, your wealth advisor has a fiduciary duty, or legal obligation, to act in your best interests and to disclose any potential conflicts of interests.
- 3. What fees can you expect?** Some advisors advertise certain fees and fail to mention underlying costs, such as transaction fees, investment management fees and sales charges. Don't hesitate to ask about the fee structure before you work with an advisor.
- 4. Which services do they offer?** Consider finding a wealth advisor who offers comprehensive wealth advice on everything from taxes to retirement preferably in-house to simplify the process versus an investment manager or wealth advisor that only offers advice related to investments and oversees your portfolio.
- 5. How many clients do they serve?** Will you be one of 1,000 clients per advisor or one of 100? This tells you how much time your advisor will have to sit down with you, whether he or she will answer questions responsively and how much time the advisor will have to manage your plan.
- 6. Cash flow and budgeting.** Work with your advisor to outline your income and expenses so you'll know how much cash flow you'll need to meet expenses while saving for goals like retirement.
- 7. Tax planning & preparation.** An RIA with an in-house tax team can work with you on ways to minimize your tax burden, set up tax-advantaged 529 education plans, establish charitable giving strategies and help prepare your tax returns.



- 8. Investment management.** The investment team will work alongside your wealth advisor to offer advice on portfolio construction, asset allocation and investment strategies designed to align with your risk tolerance and time frame for achieving your goals.
- 9. Estate planning and Trust services.** From creating and updating wills to establishing trusts and creating gifting strategies, an in-house estate planning and trust team can work with you to create the documents needed to help protect your wealth and loved ones.
- 10. Retirement planning.** You can never save enough for retirement and starting young will give your investments time to grow. An advisor can recommend accounts such as a traditional IRA or Roth IRA and strategies for contributing to your employer-sponsored 401(k) plan.

We Offer Personalized Advice

At Mariner Wealth Advisors, we will work with you to create a wealth management plan that's flexible enough to change along with you and that's designed just for you to help you reach your goals.

And, our teams, including tax, estate planning, trust services and retirement planning are under one roof. We believe this integrated approach to wealth management provides a coordinated, personalized experience.



For more information visit: marinerwealthadvisors.com

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