

Financial Planner Questionnaire

There are certain questions that you need to ask your prospective financial planner when meeting him or her. These questions touch on their experience, their empathy, qualifications, fees and their professionalism.

The ideal financial planner should be someone with experience in successfully advising people like you, who puts your needs first, is qualified to advise you, charges reasonable fees and someone who upholds high professional standards.

Financial Planner Contact Details:

Financial Planner Name: _____

Email: _____

Landline: _____

Mobile: _____

Address: _____

Contact: _____

Financial Planner Business Information

Financial Planner Company: _____

AFSL: _____

Company Owned by: _____

Provided Financial Services Guide: Yes / No

Other notes: _____

How Long Have You Been Giving Advice?

This question touches on the experience of the financial planner. The more the experience of the financial planner, the more suitable he or she is.

What Area of Financial Advice Do You Specialize In?

This question touches on the experience the financial planner has in a specialized area. You should opt for financial planners who specialise in areas that concern you such as taxation, superannuation and retirement.

What Kind of Clients Do You Mostly See?

This is another question touching on experience. The ideal financial planner should be one who sees clients with similar concerns to yours.

Are There Any Financial Products That You Don't Advise On?

This question indirectly touches on his experience. Financial planners who don't advise on financial products that affect you should not be engaged.

How Do You Gain An Understanding of A New Client?

The ideal financial planner is the one who seeks to get a full picture of your circumstances and needs. He or she will ask you a lot of questions in a bid to do just that. They will probably request a separate appointment to fully understand you.

How Do You Deal With A Client Who May Have Conflicting Financial Objectives?

The ideal financial planner will explain and discuss the choices with you. He or she may subsequently conduct a research and prepare advice for you to take away and consider.

How Do You Choose The Investments You Recommend?

When all is said and done, you are looking for a personalized investment plan that meets your specific needs. The ideal financial planner should have an independent approach towards recommending investment products.

What Qualifications Do You Have?

This is a question that touches on their professional competence and due care. You are looking for a financial planner with qualifications in finance, economics, accounting or financial planning.

How Much Is The Advice Likely To Cost?

Most, if not all financial planners have a strong financial motive. The ideal financial planner should offer a clear explanation of his or her fees and commissions. Moreover, he or she should offer a general explanation about any likely product fees.

How Do You Keep Up To Date With Industry Standards and News?

The ideal financial planner should therefore be one who attends courses and training programs run by universities, Finsia or FPA. He or she should also be a member of FPA, stockbrokers' professional body or Finsia, just to mention a few professional bodies.
