

The Tough Questions...

...Every Self-Employed Entrepreneur Should Ask Their Advisor

You've worked hard for your business. Now it's time to find a financial advisor who will work hard for your retirement.

Try asking these questions of any advisor you are considering – including me – to determine if we have the expertise you need to achieve the retirement income goals you want.

| The Tough Questions | The Answers |
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| 1. I've been a do-it-yourself most of my career. Why should I hire a financial advisor to help me? | |
| 2. What is it about your work history that would attract self-employed entrepreneurs? | |
| 3. What successes have you had developing retirement strategies? | |
| 4. How will I know if my money is safe? | |
| 5. What happens to my investment if the market goes down? | |
| 6. What has been your greatest professional and academic accomplishment? | |
| 7. What do your licenses mean? | |
| 8. What is different about your approach to retirement income strategies? | |
| 9. How will I know if you are working in my Best Interest? | |
| 10. Have you ever had a business conflict? | |