

FINDING AND EVALUATING THE RIGHT ADVICE:

10 Questions to Ask

1. Is the guidance coming from someone close to you or from a professional?
 - Always consider the source and don't rely solely on input from friends or family.
2. Are you relying solely on Internet research?
 - Consider talking to some licensed professionals as well.
3. Is someone trying to sell you something without listening to your needs?
 - You want to work with someone who will take the time to understand your unique situation.
4. Is this a one-time-only consultation, or will this person be around down the road?
 - It's important to have your retirement income plans assessed regularly, especially as things change.
5. Do you feel comfortable with the guidance you receive?
 - Pay attention to your instincts and get a second opinion if necessary.
6. How are the insurance or financial professionals compensated?
 - Be sure to understand how the professional is being paid.
7. What kind of professional are you looking for?
 - An estate planner could be very different than a licensed insurance and/or financial advisor.
8. What type of license does this person have?
 - Know what types of products this person is licensed to sell and what advice or guidance they're able to provide.
9. Have you read reviews and testimonials for the company or professional you're consulting?
 - Third party insight about the professional's services can be invaluable to determining whether to work with the professional.
10. Is this person asking you enough questions to understand your needs?
 - No one should give you retirement income planning guidance without an in-depth understanding of your unique situation.