

Three Simple Questions

Your financial success is too important to be placed in the hands of the wrong advisor. Be sure to understand the difference between working with a traditional financial services or insurance company versus a true wealth manager. To help identify the difference, ask your current advisor or prospective advisor the following simple questions.

1) Do you have fiduciary responsibility?


 Eagle Wealth Management Advisors:

In simple terms, advisors with fiduciary responsibilities have a legal obligation to put your needs ahead of their own. We are a co-fiduciary for your investments and insurance.

Other Advisors:

Most insurance agents and investment representatives do not have fiduciary responsibilities.

2) What percentage of the investment and insurance products you offer your clients are proprietary?

 Eagle Wealth Management Advisors:

Zero. We have no proprietary financial or insurance solutions.

Other Advisors:

Unbeknownst to many clients, most advisors are severely limited in their product offering. Forced to sell proprietary products, they are unable to offer you the best solution available and you may end up paying more for potentially inferior products and performance.

3) Are people in your firm compensated, either directly or indirectly, based on how much of a particular product they sell in a certain timeframe?

 Eagle Wealth Management Advisors:

No, since we do not have proprietary products, we do not have this conflict.

Other Advisors:

Often, advisors are given financial incentives to sell a particular investment or insurance product. Your advisor may recommend a product that is more beneficial to his/her paycheck than to your personal goals.