

FINANCIAL PLANNER INTERVIEW

How to Choose a Financial Planner

Tough Questions to Ask

THIS FORM WAS CREATED BY THE NATIONAL ASSOCIATION OF PERSONAL FINANCIAL ADVISORS (NAPFA) TO ASSIST CONSUMERS IN SELECTING A PERSONAL FINANCIAL PLANNER. IT CAN BE USED AS A CHECKLIST DURING AN INTERVIEW OR SENT TO PROSPECTIVE PLANNERS AS A PART OF A PRELIMINARY SCREENING. NAPFA RECOMMENDS THAT INDIVIDUALS FROM AT LEAST TWO DIFFERENT FIRMS BE INTERVIEWED.

BACKGROUND & EXPERIENCE

The backgrounds of financial planners can vary as much as the services offered. The planner's education and experience should demonstrate a solid foundation in financial planning and a commitment to keeping current. In addition to the following questions, ask the planner to describe his or her specific financial planning work experience.

1. What is your educational background?

College degree

Area of study: Economics and English Language

Graduate degree

Area of study: Master's Equivalent in Economics and Statistics

Financial planning education and designations:

Certified Financial Planner™ (CFP™)

Chartered Financial Consultant (ChFC)

CPA/PFS

Other

2. How long have you been offering financial planning services?

Less than 2 years

2-5 years

More than 5 years

3. What continuing education in financial planning do you pursue?

1-14 hours of professional education each year

15-30 hours of professional education each year

At least 30 hours of professional education each year

4. Are you a member of any professional financial planning associations?

Financial Planning Association (FPA)

National Association of Personal Financial Advisors (NAPFA).

I intend to apply for NAPFA membership in June 2002 and expect to become a member by August 2002.

Other: The Garrett Planning Network: a nationwide network of 100 like-minded professionals who are dedicated to providing competent, unbiased financial planning and advice to people from all walks of life.

5. Will you provide me with references from clients? Yes No

CFP, CERTIFIED FINANCIAL PLANNER and CFP with flame logo are marks owned by the Certified Financial Planner Board of Standards, Inc. These marks are awarded to individuals who successfully complete the CFP Board's initial and ongoing certification requirements.

6. Have you ever been cited by a professional or regulatory governing body for disciplinary reasons?

Yes No

7. Will you, or an associate work for me?

I will personally prepare your financial plan and recommend actions that address your financial situation and goals.

8. If an associate will work with me or assist you, please complete questions 1-6 for the associate as well.

REGULATORY COMPLIANCE

Federal and state laws require that, under most circumstances, individuals or firms holding themselves out to the public as providing investment advisory services are required to be registered with either the U. S. Securities & Exchange Commission (SEC) or the regulatory agency of the state in which the individual/firm conducts business.

1. Are you or your firm registered as an Investment Advisor with the SEC?

Yes No (Assets under management are less than \$25 million.)

2. Are you or your firm registered as an Investment Advisor with the state of Massachusetts ?

Yes No

If not registered with either the SEC or any state, please indicate the allowable reason for non-registration.

PLEASE PROVIDE A COPY OF YOUR REGISTRATION WITH THE SECURITIES AND EXCHANGE COMMISSION (FORM ADV Part II) AND/OR YOUR STATE, AS REQUIRED BY THE SEC UNDER THE INVESTMENT ADVISORS ACT OF 1940 AND SUBSEQUENT CHANGES.

Our FORM ADV Part II is available for your review on line at www.PlanningMadeEasy.com. You can also call us at (617)784-8001 to request a paper copy.

Signature of Planner

BG Financial Planning

Firm Name

4/23/2002

Date

SERVICES

Financial planners provide a range of services. It is important to match client needs with services provided.

1. Does your financial planning service include:

A review of my goals.

Advice on:

Cash management & budgeting

Tax planning

Investment review & planning

Estate planning

Insurance needs in the area of life, disability and health.

Retirement planning

Other: College Saving, Tax Preparation

2. Do you provide a written analysis of my financial situation and recommendations?

Yes No

Is the analysis tailored to my personal needs and goals? Yes No

3. Does your financial planning service include recommendations for specific investments or investment products? Yes No

Do you offer assistance with implementation? Yes No

4. Do you offer continuous, on-going advice regarding my financial affairs, including advice on non-investment financial issues? Yes No

5. Do you take possession of, or have access to my assets? Yes No

We provide investment implementation instructions to our clients. Most of our clients choose to self-implement our recommendations. Clients may engage our services to assist them in the implementation process.

COMPENSATION

Financial planning costs include what a consumer pays in fees and commissions. Comparison between planners requires full information about potential total costs. It is important to have this information before entering into any agreement

1. How is your firm compensated?

- Fee Only
- Commission Only
- Fee and Commissions
- Fee offset

How is your compensation calculated?

Based on hourly rate of \$100 **You can engage us by the hour or by the project.**

Our project fees are based on an estimate of the hours needed to address your financial goals. Unlike 99% of all other financial planners, we do not charge commissions, loads, or a percentage of assets under management. Our as-needed, hourly based fees allow us to deliver financial planning and advice at a highly competitive price to our clients. Our fees have the added advantage of removing all conflicts of interest normally associated with more traditional forms of planner compensation.

Flat fee _____
Percentage (_____ to _____)
of _____ Are fees capped? ____ Yes ____ No
____ Commission only (from securities insurance, etc.) that clients buy from a firm with which you are associated.
____ Fee and commission ("Fee based")
____ Fee offset. You charge a flat fee against which commissions are offset. If the commissions exceed the fee, is the balance credited to me? ____ Yes ____ No

2. If you earn commissions, approximately what percentage of your firm's commission income comes from:

- ____ % Insurance products
 - ____ % Annuities
 - ____ % Mutual funds
 - ____ % Limited partnerships
 - ____ % Stocks and bonds
 - ____ % Coins, tangibles, and collectibles
 - ____ % Other _____
- 100%

3. Does any member of your firm act as a general partner, participate in or receive compensation from investments you may recommend to me?

- Yes No

[Note: the Securities and Exchange Commission (SEC) requires that this information be disclosed.]