

What Questions Should I Ask When Choosing a Wealth Advisor?



MAGINN WEALTH ADVISORS

Protect • Enhance • Enjoy

Great question! You may be looking for help from a financial advisor for a number of reasons – you’re wanting to protect your family with life and disability income insurance, you’re planning for retirement or your children’s education, or you simply don’t have the time or expertise to stay on top of the constantly changing markets, planning opportunities and tax laws. We recommend asking any potential financial representative the following questions to see if their services are a good fit. In order to determine if we’re the right firm for you, we’ve provided our answers.

1. What experience do you have?

Experience is one of our core strengths. Maginn Wealth Advisors has been serving executives, business owners, families, retirees, and their heirs since 1960. Our advisors have extensive experience in investments, insurance, estate planning and risk management. With our 70 years of combined experience in the financial services industry, we know what questions to ask and how to customize a strategy to help you achieve your unique goals.

2. Who do you typically help?

In order to ensure the best experience for our clients, we do have guidelines for accepting new relationships. We work with people whom we believe we can effectively help to succeed over time. What matters most to you matters most to us. Identifying your goals and making measurable progress toward achieving them is what keeps us so enthused about the services we provide.

We work with people at all stages of life, whether just starting out, mid-career, or retired. Clients come to us initially for a variety of needs, including:

- Managing their investments
- Requiring income-protection strategies such as life, disability and long-term care insurance
- Minimizing federal, estate and state inheritance taxes¹
- Maximizing the impact of charitable giving¹
- Planning for liquidity events, such as the sale of a business
- Preserving an inheritance
- Transitioning to a new job
- Coping with a death in the family
- Planning - pre and post divorce
- Saving for a child’s college education
- Preparing for retirement

Not everyone fits all of these, but many of our clients have a good number of these characteristics:

- Desire to delegate their financial affairs to others
- Value long-term relationships and recognize that financial goals are not achieved overnight
- Are transitioning from one stage of life to another
- Are accumulating assets
- Have expectations of realistic investment returns
- Desire wealth management - not performance chasing
- View their advisor as the quarterback of their financial team
- Live within their means

3. Is your investment approach cautious or aggressive?

Neither. Our approach is client-specific. Any products or services introduced to our clients are based on their individual risk tolerance and goals.

4. What are your qualifications?

A distinguishing element at Maginn Wealth Advisors is the depth and breadth of our advisors. This enables us to become your primary financial coordinator. Having credentialed professionals from the fields of investing and insurance allows us to provide comprehensive financial strategies. Our culture fosters teamwork and collaboration, so that each client of the firm has access to the experience of any and all of our colleagues. Finally, we collaborate with our clients’ other advisors to make sure all aspects of their tax, estate, and business planning is coordinated and accurately implemented.

Our representatives have many professional designations, including:

CERTIFIED FINANCIAL PLANNER™ - (CFP®) practitioner
Chartered Life Underwriter - (CLU®)
Chartered Financial Consultant - (ChFC)
Accredited Asset Management Specialist - (AAMS)
Chartered Retirement Planning Counselor - (CRPC)
Chartered Advisor for Senior Living - (CASL™)

5. How do you stay current with changes and developments in our field?

Maintaining our licenses and certifications through ongoing ethics, continuing education, and professional development courses and seminars is a minimum requirement, as is staying up to date on the latest tax codes, market issues, estate law, retirement savings strategies, and more. Our entire team is committed to lifelong learning, continually attending leading edge professional training and actively taking part in several professional organizations including the Million Dollar Round Table (MDRT), the Society of Financial Services Professionals (SFSP), the Indianapolis Association of Insurance and Financial Professionals (IAIFA), and the Financial Planning Association (FPA).

6. What services do you offer?

Our holistic approach includes the following suite of services:

- Estate Planning and Asset Protection Strategies
- Professionally Managed Investment Accounts, including Customized Portfolio Design and Monitoring
- Various Risk Protection Products, including life insurance disability income insurance and long-term care insurance

7. Does your team offer financial planning?

Maginn Wealth Advisors works with its clients to develop strategies primarily in the areas of estate planning, investment management and risk protection. For those clients that wish to develop a comprehensive fee-based financial plan we will refer you to the financial planners of Financial Partners Group. These plans analyze investment cash flow, retirement income, executive benefits, special needs, and other financially-related areas. We would then work with you to implement your plan if you choose.

8. Will I work exclusively with one representative?

Maginn Wealth Advisors is proud to offer the help of a team of professionals, each member aptly suited to assist you in his/her area of concentration. Our team approach means each team member will be aware of your needs and preferences. Your lead advisor will work with additional representatives as needed to provide world-class service based on your customized strategy.

While our services are provided in-house, we also coordinate with your other advisors, including estate attorneys, accountants and bankers to give you the service you deserve.

With our 70 years of combined experience in the financial services industry, we know what questions to ask and how to customize a strategy to help you achieve your unique goals.

9. What are the benefits of working with a team, versus a sole practitioner?

Expertise & Continuity. Because multiple team members are aware of your goals and financial status, Maginn Wealth Advisors is able to continue to serve you if your lead representative is unavailable. Each of our advisors specialize in a specific area so we are able to give you comprehensive strategies to your most complex needs. And because multiple team members are aware of your goals and financial status, usually another member of our team is able to respond quickly should your lead advisor be unavailable. This approach has resulted in our team being named a 'Five Star Wealth Manager' ³ by Indianapolis Monthly magazine every year since 2007, the inception of the award.

10. How much do you typically charge?

How we are compensated will depend on your particular needs and the way in which you choose to utilize our services. Whether you choose a fee-based managed account, individual securities or an insurance product, we can provide you with an estimate of possible costs based on the products and services chosen. While you may pay separately for one service, we can add the most value by providing a comprehensive, long term, holistic approach to your finances – working on your entire financial picture - each piece of the puzzle – just as we do for a majority of our clients.

Being a primarily fee-based business means we are on your side of the fence – we only succeed if you succeed.

- Asset based Fee: Managed Investment Accounts
- Commission: Life, Disability Income and Long-Term Care Insurance, College Savings Accounts (529 Plans), Brokerage Accounts, Annuities

11. What Level of ongoing contact can I expect to receive as a client?

As a client of Maginn Wealth Advisors, we will proactively contact you to schedule review meetings each year. The frequency of those meetings will depend of your preferences. Some of our clients wish to meet only once a year, others quarterly, and others even more often. We discuss a variety of items at these meetings, but mainly focus on three areas:

- Changes in your goals
- Changes in the tax laws
- Changes in the investment markets

For clients located outside the geographic area of our offices, we will arrange a teleconference.

Your advisor will be happy to meet you outside of the regularly scheduled reviews for any reason, or if you have a sudden change in your goals or plans. Our team members are also available via email or phone as ongoing questions arise.

When you call our office during normal business hours, you will reach someone who will be able to assist you. If they are not able to assist you, someone from the office will return your call with a response within 24 hours. If you leave a message for a team member, your call will be returned within 24 hours and usually much sooner.

A member of the team will reach out to you proactively if there is a need to make an adjustment in your strategy, or if there is an item which requires your action or attention.

12. Do you benefit from recommending outside contacts?

We receive no monetary compensation for any of the references we provide. We selectively choose professionals that we believe will provide you the same world-class level of service you receive from us.

13. What about ethical standards?

The team at Maginn Wealth Advisors operates under the highest ethical standards. We are motivated not only by our own integrity and the companies we represent, but are bound by ethical standards of our profession at many levels. In addition, we are regularly audited for compliance with various standards.

We never publicly disclose the names of our clients; however, if you'd like to speak with an existing client for a recommendation, we can put you in touch with someone who has agreed to serve as a reference.

14. I'm interested in learning more. What are the next steps?

Call our office at 317-573-0520 to schedule an introductory meeting. There is no cost for an initial meeting, during which we will discuss your goals and determine if we are suited to help you. Please download a copy of our confidential questionnaire from www.MaginnWealthAdvisors.com, and complete it to the best of your ability prior to our meeting. This will help ensure the best use of our time.

We'll be happy to answer any other questions. Please give us a call or e-mail one of our team members. You may also visit us at MaginnWealthAdvisors.com.

Questions derived from the Certified Financial Planner Board of Standards, Inc. www.cfp.net.

Metropolitan Life Insurance Company, New York, NY 10166. Securities and investment advisory services offered by MetLife Securities, Inc. (FINRA/SIPC). Both are MetLife companies. Maginn Wealth Advisors is not affiliated with MetLife Securities, Inc.

¹ Neither MetLife Securities nor any of its affiliates, employees or representatives offer specific tax or legal advice. Please contact an attorney regarding your own personal situation.

2. Financial Planning services offered by qualified financial planners of MetLife Securities, Inc.

3. The Five Star award is granted by Five Star Professional, an independent 3rd party marketing firm. This award may not represent the experience of all clients and is not indicative of future performance or success. This award stems strictly from client experiences as an insurance or securities product customer.L0415420340[exp1117][AL,CA,FL,IL,IN,KY,MA,MD,MI,NC,NM,NV,NY,OH,PA,TX,VA,WA,WV,WY]



MAGINN WEALTH ADVISORS

Protect • Enhance • Enjoy

3610 River Crossing Pkwy, Suite 200
Indianapolis, IN 46240
(317) 573-0520

www.MaginnWealthAdvisors.com