AGF
What are you doing after work?®

The meeting interview

Questions to ask when meeting with potential advisors:

EDUCATION/ CERTIFICATION	1. What is your educational background? 2. Do you have credentials related to the investment planning industry? 3. When did you start in the business?
BUSINESS MODEL AND COMMUNICATION STRATEGY	1. How many clients do you currently work with? 2. Have you faced any conflicts with your clients? 3. Do you have an associate that you work with? 4. Will you be contacting me directly or will I be working mostly with your associate, if applicable? 5. How often will you be contacting me? 6. How do you normally communicate with your clients? ☐ Email? ☐ Phone? ☐ Mail? 7. Will you contact me every time there is a need to make a change to my portfolio?
COMPENSATION	1. How do you charge for fees and how are you compensated? 2. Are there several options available?
PRODUCTS AND SERVICES	1. What kind of products do you normally recommend? 2. Are you able to offer all products available for sale in Canada or is there a set limit to what you can offer? 3. Do you work with all fund companies in Canada? 4. Are there certain products that you're more comfortable recommending? 5. How do you know which products will fit given my existing portfolio? 6. Are you able to provide services outside of financial recommendations? If so, what are those services? 7. How do you stay up to date on issues affecting the investment industry?
REFERENCES	1. Can I contact some current clients for references?

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