

# 5 TIPS

## IN SELECTING THE RIGHT FINANCIAL ADVISER



One of the biggest decisions of this journey is finding an adviser you're comfortable with. This is important as you will want to have a long standing personal relationship with your adviser.

The following will help you in selecting the right financial adviser for you.



### **FIND AN ADVISER WITH THE HEART OF A TEACHER**

A great adviser will educate you along the advice journey and empower you to make the right decision for yourself. Find an adviser who has the heart of a teacher and not a sales person. If you feel any pressure from your adviser or do not feel like "you get it", you have not found the right one. This is the most important part to get right when finding an adviser.



### **FIND AN ADVISER WITH THE SAME ADVICE VALUES AND PHILOSOPHIES AS YOU**

This might sound hard to seek out but you really want to find an advice team who have the same advice values as you. For example, if you're not interested in investing only in direct shares and one adviser you see only recommends direct shares, you may find that your advice values do not line up and that there are other areas which you are not comfortable with.



### **FIND AN ADVISER WHO SPECIALISES IN THE ADVICE YOU'RE AFTER**

You wouldn't go to your GP to ask him or her to operate on you if you needed surgery. Perhaps you need a specialist cash flow coach or to assist you in getting out of debt, retirement advice, small business advice or to take out life insurance. If you are recommended to an adviser, you may wish to ask what they specialise in.



## FIND AN ADVISER THAT SOMEONE YOU KNOW ALREADY USES AND ARE HAPPY WITH

Ask a friend or family member. It can be as simple as finding your motor mechanic, hairdresser or any other service. Word of mouth is often very effective. Don't worry about any privacy concerns; your personal details are yours and your adviser will not share information with the person who introduced you.



## SPEAK TO AT LEAST TWO ADVISERS BEFORE YOU ENGAGE

Why not interview two advisers? After all, you're looking for a long lasting relationship. If an adviser you speak to doesn't want you to think about engaging, or adds pressure to engage, they are probably not the right one for you. Get a good idea of their costs, what's provided for the fee, their processes and confirm what the ongoing relationship looks like. If you have a spouse, it's important to ensure you're both comfortable with the adviser.

### OTHER QUICK TIPS:

- Ensure the adviser is a **member of a professional association**, such as the Association of Financial Advisers (AFA) or the Financial Planning Association of Australia (FPA).
- Make sure you're given the adviser's **Financial Services Guide (FSG)**, either before or during your first meeting. This document details their licence to give advice and the processes for any unlikely disputes or complaints.
- When advice is given you must receive a **Statement of Advice (SOA)** which formally details the recommendations given to you.
- **Do some research** on the adviser to ensure there are no professional skeletons in the closet.
- **Make yourself familiar with their website.** This will help you get a flavour of the adviser and their philosophy of advice.
- Find out other professional details about your adviser through the **ASIC adviser search**, which can be found here:

<https://www.moneysmart.gov.au/investing/financial-advice/financial-advisers-register>



SECURING YOUR FINANCIAL FUTURE