

Frequently Asked Questions

Q: How do I join Qualified Planning?

A: We begin with a short application process, and then depending on your experience, we decide on one of several educational paths that will help you pass the Series 65 test. Once you pass the Series 65 exam, you will officially become an (IAR) Investment Advisory Representative with Qualified Planning.

Q: Do you reimburse me for the Series 65 test and the crash course for the exam?

A: Yes, we have several reimbursement programs available.

Q: Do I have to choose the investments for my clients?

A: No, we will work with you to help develop your client's financial plan and risk profile so we can determine the appropriate asset allocation. As a team, we will then determine the best investment approach for your client.

Q: How will investments be handled?

A: At Qualified Planning we have several investment options to choose from. We provide you access to over 20 third party money managers with a variety of investment styles and philosophies.

Q: How much can I charge for AUM?

A: The average advisor will charge and earn approximately 1% of assets under management to stay competitive.

Q: Can clients access their accounts online?

A: Yes, clients will be able to access their accounts online to see where they stand.

Q: Do you provide leads?

A: Yes, we have a lead generating website, with your bio, that will help you connect with potential clients in your area.

Q: Can I work from home?

A: Yes, you can work from home or anywhere you want.

Q: What type of marketing are you offering to me?

A: We are offering several options that include:

- Turnkey Website
- Digital marketing materials
 - Videos
 - Periodic financial reports
 - Customized marketing materials
 - Business development training

Q: Will I be able to sell annuities under your RIA?

A: Yes, we believe that an annuity may provide an enormous benefit to clients and their portfolios. In fact, we have developed several proprietary investment models that include annuities.

Q: What services are provided when I become an IAR under Qualified Planning?

A: Services include, but are not limited to:

- Holistic financial planning process
- Support from an experienced financial planning team
- Back office operational support
- Compliance oversight
- Access to several 3rd party money managers

Q: What ongoing expenses will I be responsible for?

A: All IARs at Qualified Planning are required to pay for:

- Errors and omissions insurance coverage
- Annual license renewal

Q: Do you offer training?

A: Yes, we feel that ongoing training and education are important elements of a financial advisors growth. We will be providing ongoing training through office visits, as well as webinars and workshops which are designed to help you achieve you business and personal goals.