

WADE FINANCIAL GROUP



Fiduciary Advisor Questionnaires

Advisor: Bruce Primeau, CPA, PFS, CFP®

Choosing a
Registered Interest Advisor
who is a **fiduciary**
is the smartest move
you can make

2010

Financial Advisor Questionnaires

The completed NAPFA based questionnaires that follow are designed to educate consumers in analyzing and selecting a financial advisor. These completed questionnaires detail how questions need to be answered in order for a financial advisor **to qualify as a fiduciary**.

NAPFA has developed two questionnaires:

1. A financial advisor background questionnaire.
2. A fiduciary questionnaire that addresses topics such as the advisor's services, compensation, existing and potential conflicts of interest, etc.

The questionnaires can help identify a prospective advisor's abilities and competencies. They will also help you determine if the advisor holds to a **fiduciary standard** or if they hold a securities license, are affiliated with a broker-dealer and thus cannot act as a fiduciary.

Blank Questionnaires

Separate from this document we can/have provided blank questionnaires for use in interviewing prospective financial advisors.



Financial Advisor "Background Questionnaire" Part # 1

Questions All Consumers Should Know The Answers To

Company: Wade Financial Group, Inc.

Advisor Name: Bruce Primeau, CPA, PFS, CFP®

Comprehensive Services Offered:			Credentials and Professional Affiliations:		
	Yes	No		Yes	No
Goal Setting	<input checked="" type="checkbox"/>	<input type="checkbox"/>	NAPFA – Registered Advisor	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cash Budgeting/Management	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Certified Financial Planner (CFP®)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Tax Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Chartered Fin. Consultant (ChFC)	<input type="checkbox"/>	<input type="checkbox"/>
Investment Management	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Certified Public Accountant (CPA)	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Estate Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Accredited Invest. Fiduciary (AIF)	<input type="checkbox"/>	<input type="checkbox"/>
Insurance Needs	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Certified Fund Specialist (CFS)	<input type="checkbox"/>	<input type="checkbox"/>
Education Funding	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Masters Financial Services (MSFS)	<input type="checkbox"/>	<input type="checkbox"/>
Retirement Planning	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Financial Planning Assoc. (FPA)	<input type="checkbox"/>	<input type="checkbox"/>
Method Of Providing Services:			Registrations and Licenses		
Provide a Written Analysis	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Are you or your firm a Registered Investment Advisor with the SEC?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Provide Recommendations	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Do you hold a Series 6 or 7 Securities license that allows for the sale of various financial products for a commission?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Provide Implementation	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Regulatory:		
Provide Ongoing Advice	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Have you ever been subject to Disciplinary Action?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Educational Background:			Is your firm a Registered Investment Advisor (RIA)?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
College Degree	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Experience:		
Primary Area of Study: <u>Accounting</u>	How long have you provided financial advisory services? <u>18</u>				
Graduate Degree	<input type="checkbox"/>	<input type="checkbox"/>			
Primary Area of Study: <u>Varies by advisor</u>					
Do You/Your Firm Have a Business Continuity Plan?	<input checked="" type="checkbox"/>	<input type="checkbox"/>			

While this **Financial Advisor Background Questionnaire** contains some questions that are not directly tied to determining if an advisor is a **Fiduciary**, these additional questions are critical from a services offered and background check standpoint.

Fiduciary Questionnaire Pertaining to WFG

The Questions All Consumers Should Know The Answers To

1. How are you and your firm compensated? (Circle all that apply)

- Fee-Only - YES
- ~~Fee-Based~~
- ~~Fee-Offset~~
- ~~Commissions~~

2. Do you have an agreement describing your compensation and services that will be provided in advance of the engagement?

- Yes
- ~~No~~

3. Do you have a minimum fee?

- Yes (If yes, please explain) varies depending upon service(s) retained
- ~~No~~

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

_____ 0 _____ % Insurance products
 _____ 0 _____ % Annuities
 _____ 0 _____ % Mutual Funds
 _____ 0 _____ % Limited Partnerships
 _____ 0 _____ % Stocks and bonds
 _____ 0 _____ % Coins, tangibles, collectibles, Other: _____

WFG = ZERO!!!!!!!

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

- Yes – Wade Financial Group, Inc. sponsors a mutual fund company and offers the no load Wade Core Destination fund. This product is available directly to the public as a separate offering.
- ~~No~~

6. Do you receive referral fees from attorneys, accountants, insurance professionals, mortgage brokers, or others?

- ~~Yes~~
- No

7. Do you receive on-going income from any of the mutual funds that you recommend in the form of "12(b)1" fees, "trailing" commissions, or other continuing payouts?

- Yes – Wade Financial Group, Inc. sponsors a mutual fund company and offers the no load Wade Core Destination fund. This product is available directly to the public as a separate offering.
- ~~No~~

8. Are there financial incentives for you to recommend certain financial products? (trips/contests, etc.?)

- ~~Yes (If yes, please explain)~~
- No

9. Are you currently engaged in any other business, either as a sole proprietor, partner, officer, employee, trustee, agent or otherwise? (Exclude non-investment related activities, which are exclusively charitable, civic, religious or fraternal and are recognized as tax-exempt.)

- ~~Yes (If yes, please explain)~~
- No

10. Will you sign the **Fiduciary Oath** below?

- Yes
- ~~No~~

FIDUCIARY OATH

As your advisor, I (we) shall exercise my (our) best efforts to act in good faith and in the best interests of you, the client.

I (we) shall provide written disclosure to you, the client, prior to the engagement of my (our) services, and thereafter throughout the term of the engagement, of any conflicts of interest, which will or reasonably may compromise the impartiality or independence of my (our) advice.

I (we), or any party in which I (we) has a financial interest, does not receive any commission that is contingent on any client's purchase or sale of a financial product.

I (we) do not receive a fee or other compensation from another party based on the referral of a client or the client's business.

What The Fiduciary Oath Means To You - The Client

- I (we) shall always act in good faith and with candor.
- I (we) shall be proactive in my disclosure of any conflicts of interest that may impact you.
- I (we) shall not accept any referral fee or commission that is contingent upon the purchase or sale of a financial product.

Signature**Vice President, Wealth Advocate****Title**

Date**Wade Financial Group, Inc.****Company**