

New Clients

Q: What should I expect at our first meeting?

This is our chance to get acquainted and for me to begin to understand what is important to you. It also gives you a chance to get to know me and my process and mutually decide if we are a good fit for one another. I know time is your most precious commodity so we will do our best to cover as much as we can in our 60-90 minutes initial meeting. Otherwise, it is like drinking from a fire hydrant and can feel overwhelming.

Q: What should I bring to our first meeting?

In preparing for our first meeting it is helpful to do thinking about your goals, what you want to accomplish. Write those down. Bring account statements or other documents that will assist me get a picture of where you are. If possible, complete the Financial Planning Questionnaire. (It is not mandatory, but I will be asking questions related to that content.)

Q: If I hire you, what sort of information will I need to provide?

In general, I will be asking for copies of financial statements. As far as employer benefits are concerned I am familiar and have copies of Summary Plan Descriptions for area most employers. If not I will ask for some additional information or documents about benefits, insurance and estate plans. However, we will take that one step at a time, as needed.

Q: Do you have a minimum asset requirement?

The short answer is no. If you are looking for Financial Planning or Divorce Planning services, I do not require you to place assets with me and thus do not have a minimum asset requirement. Clients seeking Investment Portfolio Management in addition to planning are considered on a case-by-case basis.

Q: I'm new to planning and investing. Will you help me learn what I need to know?

Absolutely! Part of my job is to help you learn what you need to know to feel confident about the decisions you will need to make.

Expectations

Q: How often should I expect to hear from you? In the initial stages of our relationships, you'll hear from me as often as weekly. Once your plan (and in some cases investments) is in place, you'll generally get a phone call, email, or snail mail every other month. I am always just a phone call or email away.

Q: If I email you or leave a voicemail message, when will you get back to me? My goal is to respond to all incoming messages and calls on the same day where possible, and always within 24 hours.

Q: Are you a fiduciary? Yes. CERTIFIED FINANCIAL PLANNER™ professionals providing financial planning services must abide to a broader fiduciary standard as defined by the CFP Board.

Q: Do I have to pay you an annual fee? Not necessarily. I have flexible arrangements that you can learn about in the "How I Get Paid" in the My Practice section of this site. Because Baird is dually registered as a broker-dealer and investment advisor we are able to offer a client both brokerage (transaction based) and investment advisory (advice) services. Brokerage accounts and advisory programs have different structures, administration, types and levels of service, fees and expenses. They are designed to address different client needs, and advisory programs may not be appropriate for clients who tend to direct their own investment strategies and execute transactions without the recommendation or advice of their Financial Advisor, prefer a buy and hold strategy that is not actively monitored Baird or their Financial Advisor, value low fees and expenses over ongoing professional investment advice and/or maintain high levels of cash and cash equivalents.

Q: What types of investments do you recommend to clients? That depends on the client. In general I use individual stocks, individual bonds, mutual funds, exchange traded funds and annuities in my investment portfolios. When selecting a combination to recommend I consider client fit factors like cost, time horizon, risk, ease of use and the client's level of comfort with the particular investment type.