

# Frequently Asked Questions



## Why do some Financial Planners use “in-house” investment products?

If your financial planner recommends “in-house” investment products it should raise a suspicion. While it is not always the case, in some cases there can be a major risk that the use of an “in-house” investment product is to maximise profit for your financial planner and their advice business. Each year, make sure you review your total fees on your annual investment statement and research the market to make sure your total cost of investing is competitive.

Additionally, ask your financial planner to explain the total fees you are paying and make sure they explain if any payments from your fees (investment manager, platform or advice) are being paid to other parties (it would be smart to get this in writing and keep it for future reference).

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