



DJH Capital Management, LLC
Providing clients with sound, prudent advice.

Five Tips to Consider Before Choosing an Advisor

The world of financial advisory has really gotten so complex for today's investor. There are many factors to consider:

- the regulatory environment;
- the securities markets;
- your own personal situation (THE MOST IMPORTANT!);
- the industry participants (e.g. banks, advisors, brokers, dealers, etc.)
- the products and services involved;
- the costs and fees;
- so on and so on...

This can be overwhelming for anyone to take into consideration. So, that's why we have created a small checklist to simplify things for the investing public. Whether you work with us or not, we want you to be equipped and informed in order to avoid a bad situation. After all, articulating and clarifying your financial goals shouldn't be rocket science. It should be something you can understand, actively participate in and be held accountable to.

1. ***Make sure your financial advisor is a fiduciary.*** Fiduciaries have the obligation to put client interests before their own. This view should be espoused by your person of choice because it will influence the type of plan they build, and the way they offer advice.
2. ***Be sure to have an investment policy statement drafted.*** An investment policy statement is a document that captures your risks, return objectives, tax considerations, asset allocation and various other pertinent data that will govern the planning relationship. All asset managers should be creating these and updating them at least annually for clients to hold themselves accountable to what was originally set forth.
3. ***Have them disclose fees and any conflicts of interest upfront.*** Fees and costs to investing should be discussed openly. Any services or products being offered to you that provide compensation to the advisor should be discussed.
4. ***Ask a lot of questions.*** You should be looking for someone with the heart of a teacher, not someone that makes you feel that there is ever a dumb question or gets annoyed by you asking them.
5. ***How do you feel?*** Ultimately this will be more than just a logic decision. At the end of the day you have to feel like this is someone you can work with and that you can trust. How was the overall presentation? Did you feel pressured? Did they listen? Did they clearly capture what you are trying to accomplish?

There is no silver bullet, but if you use a little common sense and the above tips, you will be well on your way to finding a professional that can help you reach your financial dreams!