

Questions for Interviewing & Managing Advisors

1. Would you tell me about yourself? (note values, certifications, degrees, knowledge, team, track record, style, compatibility, referral, and trust.)
2. How do you chart for your services, and what costs might I incur working with you or your firm? How do you base those charges?
3. How often do you communicate with clients, and how often might I expect to hear from you? Will I have other contacts from your firm? If so, who is your team?
4. Would you work with my other advisors as a team and what is your experience working in a team?
5. Is there anything you want me to know about you or your approach or communication style?
6. Do you specialize in certain investments or areas?
7. Who are your clients? What is the average investment level of your clients? (i.e. \$2m under management, \$1m, \$5m, \$25m., \$500,000)
8. What is your investment philosophy?
9. How do you handle your own investment mistakes? Please name a few lessons learned over the years.
10. What investment do you and your firm make in your research, due diligence and evaluation?
11. How attentive are you and is your firm about taxes?
12. I am/we are very interested in philanthropy and giving, what is your experience with clients who are philanthropic? What is your own experience? What is your knowledge level of varied philanthropic vehicles and tax considerations?