



INSTITUTE OF
FINANCIAL
ADVISERS

ALL YOU NEED TO KNOW ABOUT

CHOOSING A
FINANCIAL
ADVISER



THE SIGN OF
GOOD ADVICE

CERTIFIED FINANCIAL PLANNER

CHOOSING THE RIGHT FINANCIAL ADVICE

Making the right decisions about your financial situation has never been more important. Knowing who to turn to for financial advice is essential. A CERTIFIED FINANCIAL PLANNER^{CM} professional is internationally recognised for having the highest education and ethical standards in financial planning. So when you want trusted, credible financial advice, look for a CFP^{CM} professional.

To find a CERTIFIED FINANCIAL PLANNER professional visit www.ifa.org.nz



WHAT CAN A CERTIFIED FINANCIAL PLANNER^{CM} PROFESSIONAL DO FOR ME?

When it comes to understanding the intricacies of financial advice and ever-changing rules and regulations, you might need help from a professional.

A CERTIFIED FINANCIAL PLANNER^{CM} professional can make a positive difference to your financial future. They will help you understand your financial situation, develop a strategy and give you guidance on things such as funding your children's education, helping with budgeting and taxation issues, having enough money to live comfortably in your retirement, insurance, estate planning and so on.

It's all about helping you set your goals and devising a plan to give you the confidence that your financial future is secure. A CERTIFIED FINANCIAL PLANNER^{CM} professional can give you the peace of mind and security that comes with being prepared for the future

WHEN CAN FINANCIAL ADVICE HELP YOU?

No two financial plans are the same, especially when you consider different life stages.

YOUNG TO MID-LIFE (20 TO 39)

You are establishing and building your career, launching a business or perhaps starting a family

You may be looking at:

- Getting married
- First home
- Having children
- Income protection
- Debt management
- Family healthcare
- Business planning

MID-LIFE (40 TO 49)

This is your consolidation stage - achieving a comfortable lifestyle and thinking about managing your long-term future.

You're likely to focus on:

- Maintaining your lifestyle
- Healthcare
- Investments
- Inheritance
- Retirement planning
- Long-term care planning

PRE-RETIREMENT (50 TO 64)

With 20 or more years of retirement ahead of you, your priorities will depend on how well you've prepared.

Your main concerns will be:

- Protection of assets
- Debt elimination
- Family healthcare
- Helping your children
- Retirement planning
- Wills and trusts
- Business exit strategy

RETIREMENT (65+)

This is the time to indulge in hobbies or travel, enjoy your family and prepare for transferring your wealth.

You may be thinking of:

- Protection of assets
- Healthcare
- Aged care planning
- Gifting to family
- Preserving your capital
- Estate planning



WHAT TO EXPECT FROM A FINANCIAL ADVISER

It's important to ensure that your financial adviser has taken the time to understand your needs, goals and preferences before they make recommendations.

1.

DEFINING THE RELATIONSHIP

The financial adviser should explain the process they'll follow, find out what your needs are and make sure they are qualified to meet them. You can ask them about their background, how they work and how they charge.

2.

IDENTIFYING YOUR GOALS

You work with the financial adviser to identify your short and long term financial goals - this stage serves as a foundation for developing your plan

3.

ASSESSING YOUR FINANCIAL SITUATION

The financial adviser will take a good look at your position - your assets, liabilities, insurance coverage and investment strategies



4.

PREPARING YOUR FINANCIAL PLAN

The financial adviser recommends suitable strategies, products and services, and answers any questions you have

5.

IMPLEMENTING THE RECOMMENDATIONS

Once you're ready to go ahead, your financial plan will be put into action; where appropriate the financial adviser may work with specialist professionals, such as a solicitor or an accountant

6.

REVIEWING THE PLAN

Your circumstances, lifestyle and financial goals are likely to change over time, so it's important your financial plan is regularly reviewed, to make sure you keep on track



WHAT TO LOOK FOR IN A FINANCIAL ADVISER

Look for a financial adviser who is a member of the Institute of Financial Advisers (IFA) New Zealand's leading professional community of financial advisers.

Members of the IFA must meet stricter criteria and higher standards than required by law.

CERTIFIED FINANCIAL PLANNER^{CM} professionals have gone one step further to achieve the highest qualification in financial planning worldwide.

A good rapport is essential. Your financial adviser is going to know more about you than your accountant or doctor, as he or she will have details of your finances, medical history and family situation. If you can't establish a good bond early on your first meeting with a financial adviser, keep looking.

Financial planning is a relationship business and not just a one-off meeting. Ask plenty of questions about the financial adviser's qualifications and experience, and, especially whether they are a CERTIFIED FINANCIAL PLANNER^{CM} professional.

All CERTIFIED FINANCIAL PLANNER^{CM} professionals are authorised by the Financial Markets Authority (FMA) to provide personalised financial advice and are listed on the Financial Service Providers Register (FSPR) at www.business.govt.nz/fsp



ALL CERTIFIED FINANCIAL PLANNERS^{CM}

are Practitioner members of the
Institute of Financial Advisers (IFA)

IFA VISION

The Institute of Financial Advisers is New Zealand's professional body that inspires trust and confidence in financial advice.

IFA OBJECTIVE

To act in the best interests of the public, and that clients and prospective clients of our members obtain competent and suitable financial advice.

OUR CODE OF ETHICS

- Client First
- Integrity
- Objectivity
- Fairness
- Competence
- Confidentiality
- Professionalism
- Diligence

WHAT SHOULD I ASK AT THE FIRST MEETING?

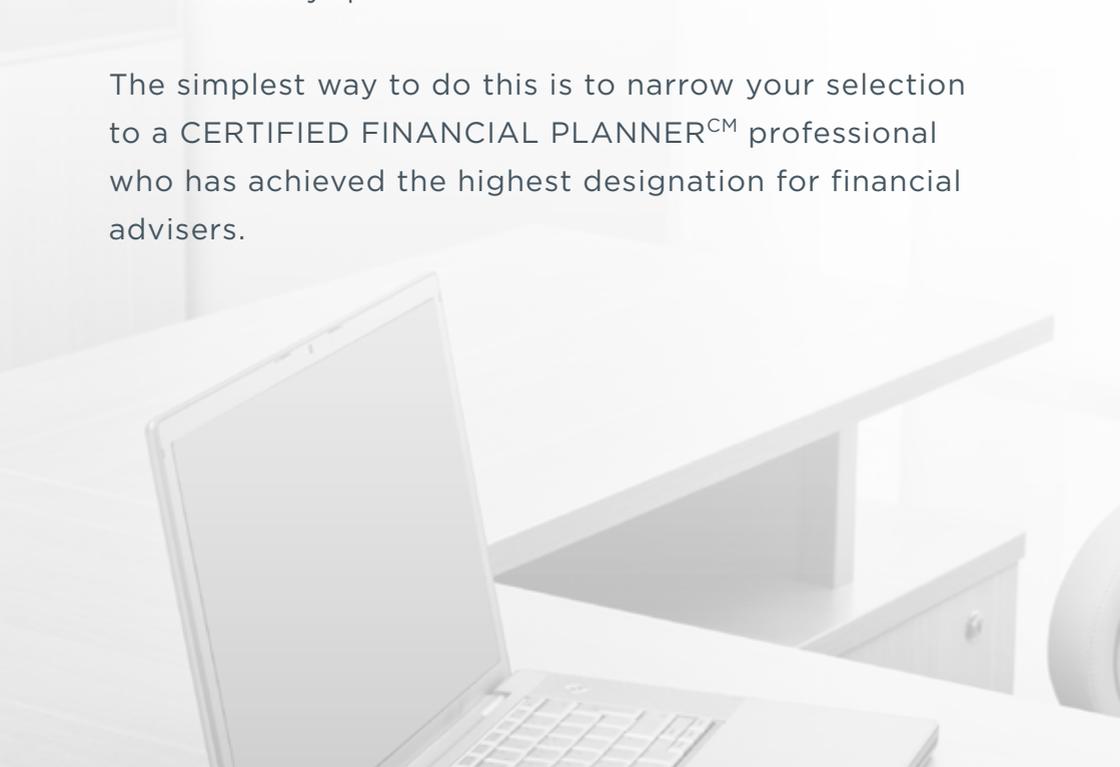
The introductory meeting with a financial adviser is your opportunity to make sure that you feel comfortable with the adviser's professional credentials and that you get along well.

A sure sign of a good financial adviser is that they don't rush you, carefully listen to you and clearly explain where they can add value and where they can't.

What qualifications do you have?

When choosing a financial adviser make sure they have the necessary qualifications.

The simplest way to do this is to narrow your selection to a CERTIFIED FINANCIAL PLANNER^{CM} professional who has achieved the highest designation for financial advisers.



What is your specialty?

Different financial advisers have specific expertise in different areas, for example superannuation or retirement planning.

Some are only able to advise on limited areas, so you need to make sure that your financial adviser is qualified in the areas that are relevant to you.

How do you charge for your services?

Legally, financial advisers must disclose all forms of payment and fees. The cost to you will depend on the complexity of your financial situation and plan, as well as the fee method the adviser uses.

There are a various ways to structure fees, and it typically starts with an initial fee to cover identifying your needs, developing a strategy and implementing the recommendations. There could also be administration and ongoing service fees for regular review of your plan.

Getting Started

To find a CFP^{CM} Professional visit www.ifa.org.nz (find a financial adviser)



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www.ifa.org.nz

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