

Comprehensive List of Questions to Ask When Choosing a Financial Professional

Questions to ask a **Financial Planner**:

- How do you integrate Christian values into your advice?
- How long have you been a financial planner, and what licenses do you hold?
- Describe the financial planning process.
- What other professionals are involved on your team?
- Can you share examples of other clients like me who you are serving?
- How many clients do you have, and how often do you meet?

Questions to ask an **Investment Professional**:

- How do you integrate Christian values into your advice?
- How do you determine whether or not a client should be investing?
- What is your investing experience and philosophy?
- How do you select the most appropriate investment options?
- Where are your clients' investments held? A brokerage firm? A mutual fund? Which one?
- If a brokerage firm or mutual fund holds your clients' investments, does the brokerage firm or fund charge separate fees for this?
- What type of investments do you use? Load or no-load mutual funds? Stocks? Bonds? Annuities?
- How do you monitor and how often do you report investment performance to your clients?
- How do you consider the impact of income taxes on investment choices?
- What other financial services beyond investments do you offer?

Questions to ask an **Attorney Doing Gift and Estate Tax Planning**:

- Can you tell me about your practice and ways you integrate a biblical worldview into your advice?
- What are your areas of specialty?
- Can you share examples of complex cases you have handled?
- Have you handled many cases in my area of need (estate planning, business succession, tax planning, etc.)?

Questions to ask a **Certified Public Accountant**:

- Can you tell me about your practice and ways you integrate a biblical worldview into your advice?
- How long have you been a Certified Public Accountant? What other licenses do you hold?
- Have you helped clients in a similar situation?
- What are the nature, scope, and timing in completing the proposed assignment?
- What is your opinion about filing for bankruptcy, using offshore trusts, or using aggressive tax shelters?
- What is your approach or perspective in interpreting tax laws and regulations and accounting and auditing standards?

Questions to ask an **Insurance Professional**:

- What's your biblical worldview regarding insurance needs?
- Are you required to recommend specific insurance products?
- How many companies do you represent? What's the rating of those companies? (*Rating agencies include AM Best, Standard & Poors, and Weiss.*)
- Do you receive higher compensation for recommending proprietary products?
- What percentage of your business comes from insurance commissions?
- Can you provide a breakdown of the percentages of your insurance income that come from the various lines of insurance, i.e. life, disability, long-term care, health insurance, auto, home, and annuities?

Questions to ask an **Enrolled Agent**:

- Can you tell me about your practice and ways you integrate a biblical worldview into your advice?
- How long have you been an Enrolled Agent, and what other licenses do you hold?
- Have you helped clients in a similar situation?
- Are you conservative or aggressive in interpreting tax laws and regulations and accounting and auditing standards?

Additional Questions to Ask All CKA® Professionals

Experience

- How long have you been in practice?
- What professional certifications do you hold?
- Can you tell me about your practice?
- What are your areas of specialty?

Services

- Will you or your associate work with me?
- How long will it take for you to do my work?
- What are your client response times and client communication methods?
- In how timely a manner is your work generally done?

Referrals

- Do you have clients with situations similar to mine who might be willing to speak with me about your services?
- Do you have other professionals who might be willing to speak to me about your services?

Reputation

- Are you in good standing with your local professional associations?
- What organizations have regulative authority over you?
- Have you ever been cited by a professional governing body for disciplinary reasons?
- Have you ever had any complaints filed against you with any organizations that regulate you?
- Have you ever been publicly disciplined for any unlawful or unethical actions in your career?
- Have you ever filed for bankruptcy?

Compensation

- Are you compensated by fees, commissions, or both?
- Do you charge for initial consultations?
- How are your fees calculated?
- Are fee arrangements set in writing beforehand?
- (If they charge hourly) What are your hourly rates? What are the hourly rates of your associates?
- Do you charge for every phone conversation and/or meeting?
- What do you project my costs would be for your services?
- What can I do to keep your fees to a minimum?

