

COMMON MYTHS OF CHANGING ADVISORS

Myth #1 - “All Advisors are the same”

Reality: Financial advisors possess varying areas of expertise, investment philosophies, and approaches to financial planning. We have seen that the majority of advisors only provide investment management and you get the curtesy annual call each year (and clients pay high fees for this).

Our process is to look at your complete picture - with investments being just one one piece of your puzzle. We provide comprehensive planning that also includes financial and retirement planning, cash flow and debt management, insurance review, tax efficient investing, and estate planning.

Myth #2 - “All Fees are the same”

Reality: Investment fees are unavoidable, but the fee structures employed by different advisors and firms can significantly impact your long-term financial goals. Many banks and bank-owned firms offer proprietary investments with limited flexibility in their fee structures. These firms often impose fee minimums to meet quarterly targets and boost their stock prices.

Independent firms like iA Private Wealth prioritize the needs of our clients. We offer more competitive fees, which can result in considerable savings for you over time.

To help you understand the impact of fees on your retirement, we often provide a comprehensive Fee Analysis. In many cases, we can lower your fees without impacting the quality of your investments or the level of service you receive.

Myth #3 - “I Need to move all my Banking”

Reality: When entering a new advisor relationship, the focus is usually on transitioning your investment accounts (both non-registered and registered). Your day-to-day banking, credit cards, and mortgage stays in place and one of your bank account would be attached to your investment accounts to help move money when required.

Myth #4 - "Switching Advisors means I'll lose money"

Reality: Transitioning to a new advisor does not mean you will "lose money." Most firms, including iA Private Wealth, are able to hold a wide range of investments, and your accounts can often be transferred "in-kind"- meaning they are moved as-is without the need to sell or liquidate them.

Typically, we transfer accounts in-kind unless the investments are proprietary to the outgoing firm, meaning they can only be held by that firm. In such cases, we would transfer the account in cash. Before initiating any transfer, we carefully review your investments and discuss the available transfer options with you.

It's also important to note that there may be a "transfer-out" fee charged by the outgoing firm. We will work with you to find ways to minimize or offset this fee.

Myth #5 - "I owe my advisor an explanation"

Reality: As an advisor, I hope our clients provide us with the opportunity to understand their expectations and commit to fulfilling them. However, I also recognize that being someone's trusted financial advisor is both an honor and a responsibility. If you decide to work with us, there is no obligation to discuss this with your current advisor.

However, based on your relationship and out of respect it is always good to let your advisor know you are moving and provide a reason why (if asked). If I fail to uphold my end of the relationship, it is unreasonable to expect someone to continue dealing with me and would like for someone to tell me this.

Chris Schwartz, CPA, CMA

Senior Investment Advisor

T: 709.579.6518

E: cschwartz@schwartzfinancial.ca

14 International Place, Suite 203

St. John's, NL A1A 0R6

www.schwartzfinancial.ca

www.iaprivatewealth.ca

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