

# Independent Planning Group Inc.

## Financial Advisor Checklist

### Top 15 Questions to ask before choosing a company

Questions to Ask	Independent Planning Group	Other Companies
1. Do I own my own book of clients?	YES	Most—NO
2. Are my clients portable if I leave?	YES	Most—NO
3. Are there minimum sales quotas?	NO	Most—YES
4. Can the company solicit my clients?	NO	Most—YES
5. Do I have the freedom to choose from over 100 financial institutions and over 5000 products & services?	YES	Most—NO
6. Do you have full office support including equipment, stationary, space and administration at no extra cost?	YES	Most—NO
7. Does the company offer marketing and website support, and financial planning software at no cost?	YES	Most—NO
8. Do you offer a training school and regular monthly training sessions?	YES	Some—YES
9. Are there mentorship opportunities?	YES	Most—NO
10. Will I have tech support for web, email, and client data at no cost?	YES	Most—NO
11. Does the company offer share ownership opportunities?	YES	Most—NO
12. At retirement will the company assist me with my succession planning &/or business continuity plans?	YES	Some—YES
13. Will the company help me recruit & train new advisors to add to my team?	YES	Most—NO
14. Does the company provide products and support for high net worth individuals?	YES	Most—NO
15. Does your company provide online account access for clients?	YES	Some—YES

**Do your research—the industry, the options.  
We'll even help you find the best fit for you and your business needs.  
We're THAT confident.**