

## Financial Advisor Interview Notes – Use this for each Advisor

Advisor Name: **Michael G. Herman, ChFC**

Company Name (if any): **Golden Wealth Solutions**

Address: **165 S. Union, Suite 500B, Lakewood, CO 80228**

Phone: **(303) 456-1913**

### Top Questions to Ask Your Financial Advisor

1. Do you have experience in providing advice on the topics below? If yes, indicate the number of years.

- Retirement Planning: **Since 1987**
- Investment Planning: **Since 1987**
- Tax Planning: **N/A**
- Estate Planning: **Since 1987**
- Insurance Planning: **Since 1987**
- Fee Based Financial Planning: **Since 2005**
- Other

\*Mutual of Omaha Investor Services, Inc. and its representatives do not provide tax or legal advice. Please consult a qualified professional."

2. What are your areas of specialization? What qualifies you in this field?

**We design and monitor financial plans for our clients, focusing on accumulation; protection and wealth transfer. I am a Chartered Financial Consultant, and we are dedicated to serve you and your family's financial needs.**

3. a. How long have you been offering financial planning advice to clients?

- Less than one year
- One to four years
- Five to ten years
- More than ten years**

b. How many clients do you currently have?

- Less than 10 clients
- 10 to 39
- 40 to 79
- 80+

4. Briefly describe your work history.

I worked in construction until 1987. I started with Mutual of Omaha in May of 1987. In 1991 I founded Herman & Associates, Inc. which changed names in 2002 to Golden Wealth Solutions, Inc. to better describe what we do for clients. Golden Wealth Solutions was also formed to correlate our efforts in working with pre-retirees, retirees and small business owners.

5. What are your educational qualifications? Give area of study.

- Certificate
- Undergraduate degree
- Advanced degree
- Other

6. What financial planning designation(s) or certification(s) do you hold?

- CERTIFIED FINANCIAL PLANNER™ or CFP®
- Personal Financial Specialist (PFS)
- Chartered Financial Consultant (ChFC)
- Other:

7. What financial planning continuing education requirements do you fulfill?

24 credit hours every two years for insurance  
30 credit hours of educational activities in subject matter that is acceptable to PACE Recertification for every two year period for my ChFC designation.

8. What licenses do you hold?

- Insurance
- Series 6
- Series 7
- Series 63
- Series 65
- Other

9. a. Are you personally licensed or registered as an investment adviser representative with a state(s)?

- Yes
- No

If no, why not? \_\_\_\_\_

b. Are you or your firm licensed or registered as an investment adviser with the:

- State(s): N/A
- Federal Government: Mutual of Omaha Investor Services, Inc.

If no, why not? \_\_\_\_\_

10. What services do you offer?

Comprehensive Financial Planning and consultation services  
Insurance Reviews  
Business Planning Services

11. Describe your approach to financial planning.

I lead an experienced team to work with you, develop strategies and recommend solutions to help you accumulate, protect and transfer your wealth. We have a four step process, Wealth Directions, which focuses on your values and goals to create a written vision and action plan to match your objectives. Our wealth guided plan review allows us to capitalize on opportunities and avoid dangers in your financial planning.

12. a. Who will work with me?

- Planner
- Associate(s)

b. Will the same individual(s) review my financial situation?

- Yes
- No

If no, who will? \_\_\_\_\_

13. Does your firm have a succession plan in place in the event of your death, disability, retirement or if you leave?

- Yes
- No

14. How are you paid for your services?

- Fee
- Commission
- Fee and commission
- Salary
- Other

15. What do you typically charge?

a. Fee:

Please contact us for our ADV Part 2 which outlines our fees as well as corresponding services.

b. Commission:

What is the approximate percentage of the investment or premium you receive on:

Stocks and Bonds: N/A

Mutual funds: Varies on share class

Annuities: Varies by type

Insurance Products: Varies by product

Other: Managed Wrap Accounts: Varies by investment holdings

\*\*Please see the last page for important disclosures on my advisory services and fees"

16. a. Is any part of your compensation based on selling products?

- Yes
- No

b. Do you have an affiliation with a broker/dealer?

- Yes
- No

17. Do you provide a written client engagement agreement?

- Yes
- No

If no, why not? \_\_\_\_\_

18. Are you bound by a fiduciary standard, which requires you to put my interests first?

- Yes
- No

19. What continued services will I receive after the initial plan?

Wealth Guided Plan Review, Plan your Legacy System, Annual Beneficiary Check-up, Educational Focus Group Sessions, Quarterly newsletters, our circle resource center. We have a resource team that we can refer you to regarding tax and legal assistance, continued education and market updates from articles and guest speakers. Annual client appreciation events.

This report is provided compliments of Michael G. Herman ChFC, at Golden Wealth Solutions, Inc. Michael is also the President of Golden Wealth Solutions, Inc., a Wealth Management firm in Wheat Ridge, CO Michael specializes in comprehensive financial planning and wealth management services designed to help preserve and transfer your family's wealth. Our mission is to simplify your financial life, protect your wealth, and give you the opportunity to enjoy life free from the burden of financial worries.

Schedule a complimentary consultation with Michael Herman to see how Golden Wealth Solutions can help provide financial confidence and security for your retirement.

Call us at: 303.456.1913 today! OR

email: [mike@gwsfinancial.com](mailto:mike@gwsfinancial.com)

"Your Financial Advisor will give you a copy of their firms Form ADV Part 2A Brochure. This brochure discloses information about the qualifications and business practices of the investment advisory firm and includes the name, disciplinary action, fees and compensation, brokerage practices, nature of the business, etc. In addition, most Financial Advisors are required to give you a copy of the form ADV Part 2B brochure. This brochure discloses information about the individual providing advice for clients and includes information such as services provided, address, disciplinary actions, outside business activities, whether they will act as a fiduciary with respect to your account, whether there are any actual or potential conflicts of interest with their other professional activities and so on.

All information presented on this form is for information purposes only. Please refer to my Form ADV Part 2 Brochure for more detailed information on the advisory services I offer."

"Michael Herman is a Registered Representative and Investment Advisor Representative with Mutual of Omaha Investor Services, Inc., Member FINRA/SIPC. Home Office: 3300 Mutual of Omaha Plaza, Omaha, NE 68175-1020. Golden Wealth Solutions is not affiliated with Mutual of Omaha Investor Services, Inc." C:\Users\btabi\Desktop\Tabitha's Requested Duties\GWS Welcome Kits\Financial Advisor Interview - Mike 2017.doc