



## Financial Planning Tips for Physicians

---

The sale of financial products has manifested itself in the form of “financial advice” for decades. Adding to the confusion are so-called market experts that continue to appear in financial media with staggeringly bad predictions. So where do you turn to for advice? Who has your (and not their own) best interests at heart?

Smith Bruer Advisors believes that financial advisors should work in the client’s best interest as Fee-Only, Fiduciary financial advisors. Fee-Only, Fiduciary advisors mitigate conflicts of interest by providing advice for a fee and do not charge commissions or accept compensation for selling financial products. When seeking financial advice, there are four tips to keep in mind:

## **1. The Fee-Only Difference**

Financial advisors can be placed into three categories: commission, fee-based, and fee-only. The first two have inherent conflicts of interest because the advisor can sell you what will benefit themselves and their firm. Fee-only advisors do not receive commissions. Smith Bruer Advisors is only paid by its clients.

## **2. The Fiduciary Oath**

Physicians abide by the Hippocratic Oath. We believe that financial advisors should also submit to a high standard of care. Smith Bruer Advisors is a fiduciary registered investment adviser (RIA) and abides by the National Association of Personal Financial Advisors (NAPFA) Fiduciary Oath. This means that our advisors must work in the client's best interest without taking compensation from third parties.

## **3. The Comprehensive Plan**

We believe that comprehensive planning makes a difference. This approach prioritizes a complete understanding of our clients' personal and financial circumstances. We assess and analyze your entire financial picture including investments, risk management, tax efficiency, estate planning, education planning, retirement readiness and more.

## **4. Evidence-Based Investing**

The practice of medicine is built on a foundation of scientific research and evidence. Similarly, evidence-based investing is subject to rigorous empirical research. This research is led by Nobel laureates at elite universities who have put their research into practice. Smith Bruer Advisors adheres to evidence-based investing, which among other factors, promotes low-cost investments and diversification.

We invite you to learn more about Smith Bruer Advisors, our financial planning process, insights and media coverage by visiting our website or by calling us.