

The Wealth Coach



# 10 Questions your Financial Adviser or Wealth Manager, should be able to answer *(But most do not)*

A guide to help you ask better questions and get better advice.

Brought to you by The Wealth Coach.

# Introduction

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Good advice is simple, clear and transparent.

But many people do not know what “good” looks like, because they have only ever seen one version of advice, usually from one adviser.

These ten questions will help you sense check the quality of the advice you are receiving, and highlight areas you may wish to explore further.

None of this replaces professional advice.

It simply helps you ask better questions before you pay for it.

If at any point you want to explore any of these questions privately, you can use **Evoa**, a free tool designed to give you clarity before you speak to anyone.

## Question 1: What is my actual investment strategy, and why is it right for me?

Most people are shown funds, not a strategy.

- A real strategy explains:
- your purpose for investing
- how long you will invest for
- the risks you should and should not take
- what success looks like over time

You should be able to repeat your strategy in one or two sentences.

If you cannot, the strategy is unclear.

**Explore this in Evoa before your next review.**

## Question 2: How do you measure the risk I am taking, and how does it change over time?

Risk is not a box on a questionnaire.

Good advice explains:

- the level of risk you are taking now
- how that compares to what you need
- when and why the level of risk might change

Many advisers never revisit risk.

But your life changes, and so should your risk profile.

**Clarify this in Evoa before your next discussion.**

### Question 3: What are my total costs, including all hidden and indirect costs?

Fees are often presented in parts, not as a single number.

You are entitled to understand the full cost, including:

- adviser charges
- platform charges
- fund costs
- transaction and trading costs

Price is not everything, but you should know it clearly.

If you want to test your understanding privately, ask Evoa.

### Question 4: What are my alternative options, and what are the trade offs?

Good advice is never about one answer.

A proper conversation includes:

- Option A
- Option B
- Option C

Each with pros and cons.

If you are only ever shown one path, you are being guided, not advised.

Use Evoa to explore options before you commit.

**Question 5:** How does my plan adapt if markets fall or my circumstances change?

A plan should update when:

- your income changes
- your spending changes
- your retirement plans shift
- markets move significantly
- your family circumstances alter

A static plan is not a plan.

It is a snapshot.

Evoa can help you think through “what if” scenarios privately.

**Question 6:** How do I take income in a way that is sustainable and tax efficient?

Your withdrawal strategy affects:

- tax
- investment returns
- longevity of your portfolio
- inheritance outcomes

Many people pay more tax in retirement than necessary simply because their withdrawal plan was never personalised.

Run your income questions through Evoa to sense check them.

## Question 7: How does my adviser's business model influence the advice I receive?

Every firm has a model.

Some are independent.

Some are restricted.

Some manufacture their own products.

None of this is inherently wrong, but it affects:

- the recommendations you receive
- the range of options offered
- the cost you pay

You should know the incentives behind the advice.

If you want to explore this safely and privately, Evoa can help.

## Question 8: What is my plan for inheritance, pension death benefits and long term family planning?

Many advisers mention these topics briefly, but do not explore them fully.

Good planning considers:

- pension death benefits
- inheritance tax exposure
- intergenerational gifting
- use of trusts or wills
- long term family planning

It is not about products.

It is about clarity.

Evoa can help you think through these decisions before you seek advice.

**Question 9:** How do you justify the value I am receiving each year?

Value is not:

- a meeting
- a statement
- a generic plan

Value is the difference between where you would have been on your own, and where you are now because of the advice.

You should understand this clearly.

**Use Evoa to explore what value means to you.**

**Question 10:** If you were me, would you follow the same plan?

This is a simple question, but a powerful one.

A good adviser should be willing to say:

“Yes, and here is why.”

If the answer feels vague, defensive, or avoids the question, that is a signal to explore your thinking further.

**Evoa is the private space to do that.**

## Final thoughts?

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You deserve clarity.

You deserve transparency.

You deserve advice that fits your life, not someone else's model.

These questions are a simple way to understand your current advice and prepare for better conversations in the future.

If you want to think through any of these points privately, try EVOA.

It is free, confidential and designed to help you understand your options before you speak to anyone.

## About us

We're independent financial wellness specialists helping people over 55 gain financial clarity and confidence. We don't sell product, we give straight answers.

This guide is for information purposes only and should not be taken as personal financial advice.

Visit us [www.thewealth.coach](http://www.thewealth.coach)

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