

BY PATTI BOCCASSINI

Sound Financial Advice

With get-rich-quick schemes and financial investments gone awry, there is comfort in knowing that right here in central Pa. we have an abundance of these proficient financiers ready and able to help you with your financial matters and the future of your investments.

Harrisburg Magazine sat down with some financial experts right here in our region and asked some important questions on essential topics for financial security, whether you are just starting in a career, own your own business or are contemplating retirement.

HOW DO I KNOW IF I'M INVESTING WITH THE RIGHT PERSON?

Deciding who to trust your retirement to is a difficult decision. Do you go with a big-name firm, bank, local group, friend, a long-standing insurance company or the independent? What's really the difference? First and foremost is a good rapport and trust. If you don't trust the person you are working with or don't feel comfortable speaking with them openly, you'll shy away from addressing important decisions and account reviews. Clearly, avoidance will not lead to financial security. Ask yourself, "Does my advisor really care about my situation?" Did they take the time to ask about your goals, concerns and unique family situations? Did they ask about your current and future income, your tax situation and take time to review them? Or did they really just want to know how much you had to invest and then start to sell you a product?

With a truly independent advisor, you will not be limited to a particular product or company. They should have the ability to shop a variety of investments and companies to find what best fits you, the individual. And as we all know, everyone's situation is different and may require

different approaches. There are many investment vehicles out there: CDs, fixed and variable annuities, stocks, bonds, ETs, mutual fund options, REITs – the list goes on and on, and there is no one right or wrong investment answer. To suggest only one or eliminate one all together would be just foolishness; each was designed for a particular circumstance to best meet a specific need.

Discuss options, and find the right balance of safety and risk. Whether you are in the accumulation phase, saving for retirement, preserving assets for future need or distributing them through sound income and tax planning, start by finding an advisor who cares, who is flexible in their investment options and planning, who has aligned themselves with strong attorneys and tax preparers and who is willing to take the time to put together a plan that is specific to you and your needs.

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