Frequently Asked Questions for Fredrick Hicks

To determine whether we're a good match, consider the type of help you want.

Q: What do you do, Fredrick?

A: I am in the financial services business with a unique approach; I help people find money they are losing unknowingly and unnecessarily. Using those dollars found to solidify their financial future, preferably without impacting their current lifestyle.

Q: How Do You Do That, Fredrick?

A: There are only two ways that anyone can be of service to you in the financial service business:

1. Help you find better products than you have today that potentially pay higher returns and often require more risk.
2. Help you find the money you may be losing unknowingly and unnecessarily.

Q: Fredrick, what is your philosophy regarding working with clients?

A: I believe there is more opportunity to serve my clients by helping them avoid losses than by picking the winners.

Q: How Do You Do That, Fredrick?

A: There are five areas where people lose money unnecessarily:

1. How you pay for their **HOME MORTGAGE.**
2. How you manage your **TAXES.**
3. How you fund your **RETIREMENT ACCOUNTS** (qualified plans).
4. How you pay for your **CHILDREN'S EDUCATION** (education expenses).
5. How you pay for **MAJOR CAPITAL PURCHASES** (e.g., cars, weddings, vacations, etc.).

Q: What is your process when getting started with a family, Fredrick?

A: We begin by helping our clients answer the four toughest financial questions:

1. Do you know what rate of return you need to earn to live like you live today, adjusted for inflation, and have your money last to life expectancy?

2. Do you know how much you need to save each year to ensure you have enough?
3. Do you know how long you will have to work before stopping and having your money last to your life expectancy?

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4. Do you know how much you will need to reduce your future lifestyle to keep from running out of money?

Q: Fredrick, before we chat further, are you a fiduciary?

A: A fiduciary works in the client's best interest, which is our agency's focal point. Nonfiduciaries need only to recommend suitable products — even if they're not the lowest-cost or most ideal for you.

Q: Which states are you professionally licensed to offer financial services in?

A: I am licensed in 13 states — North Carolina, South Carolina, Virginia, Florida, Georgia, Colorado, Connecticut, Massachusetts, New Hampshire, Ohio, Pennsylvania, Texas, and Vermont.

Q: I need investment advice, Fredrick. Can you please confirm if you are registered with the state or the SEC?

A: No, I am **NOT** registered with the Securities and Exchange Commission (SEC) because I do not offer investment advice. However, I have an investment advisor representative (IAR) who works with me and abides by strict fiduciary practices. [UPDATE] I am acquiring my Series 65 license, which qualifies an investment professional to function as an Investment Adviser Representative.

Q: How does your compensation structure work?

A: You can pay me directly for my consulting services, or the financial institutions that offer the financial products can pay me. Which would you prefer?

Q: Do you take fees for buying mutual funds? Or 12b-1 (marketing) fees?

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